

SOCIAL SCIENCES

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A Chilton  Publication

DECEMBER, 1954

MATERIALS HANDLING, TRANSPORTATION, WAREHOUSING

In This Issue

AUTOMATION'S END RESULT

The complete automation cycle in the new Hammond, Ind., warehouse of Lever Brothers is geared to a palletized output of 21 cases a minute. The picture at right shows a short-run conveyor leading from a pallet loader. The loaded pallet may be picked up by fork truck for storage on the same floor, or continue on the conveyor to a lowerator for transfer to the floor below.

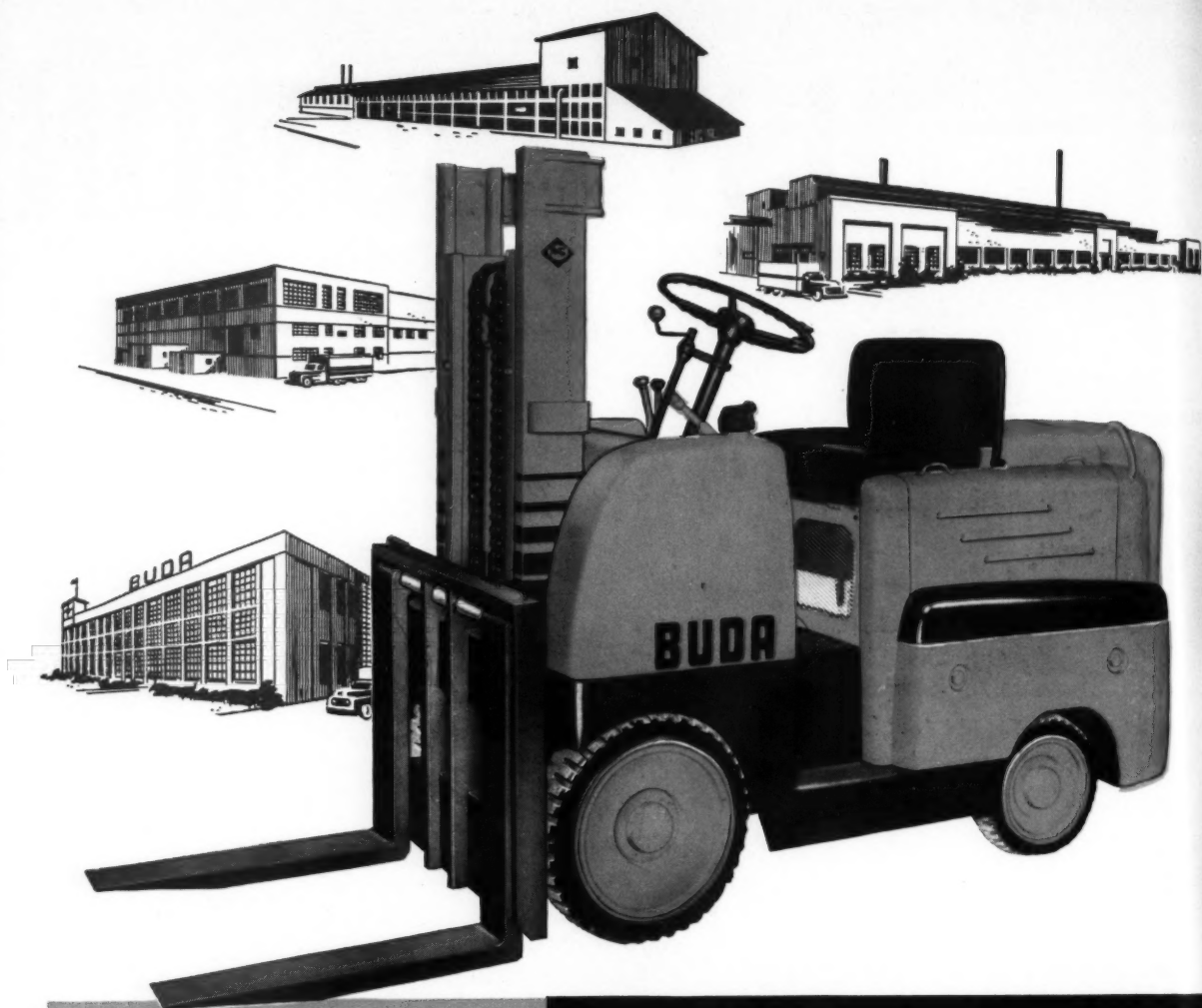
. . . See Page 26



Other Features

- Mechanization Boosts Grocery Turnover
- Evolution in Refrigerated Cars

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Page 3



AS A DIVISION OF ALLIS-CHALMERS

BUDA



COMPLETE INFORMATION

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Automatically ... gets better **FIRE** and
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an average of

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a year for
each center



a total saving of **\$630,000** annually!

Coast to coast, McKesson & Robbins, Incorporated, manufacturers and distributors of pharmaceutical products, guards its distribution centers against fire, burglary and other hazards by combinations of ADT Automatic Protection Services.

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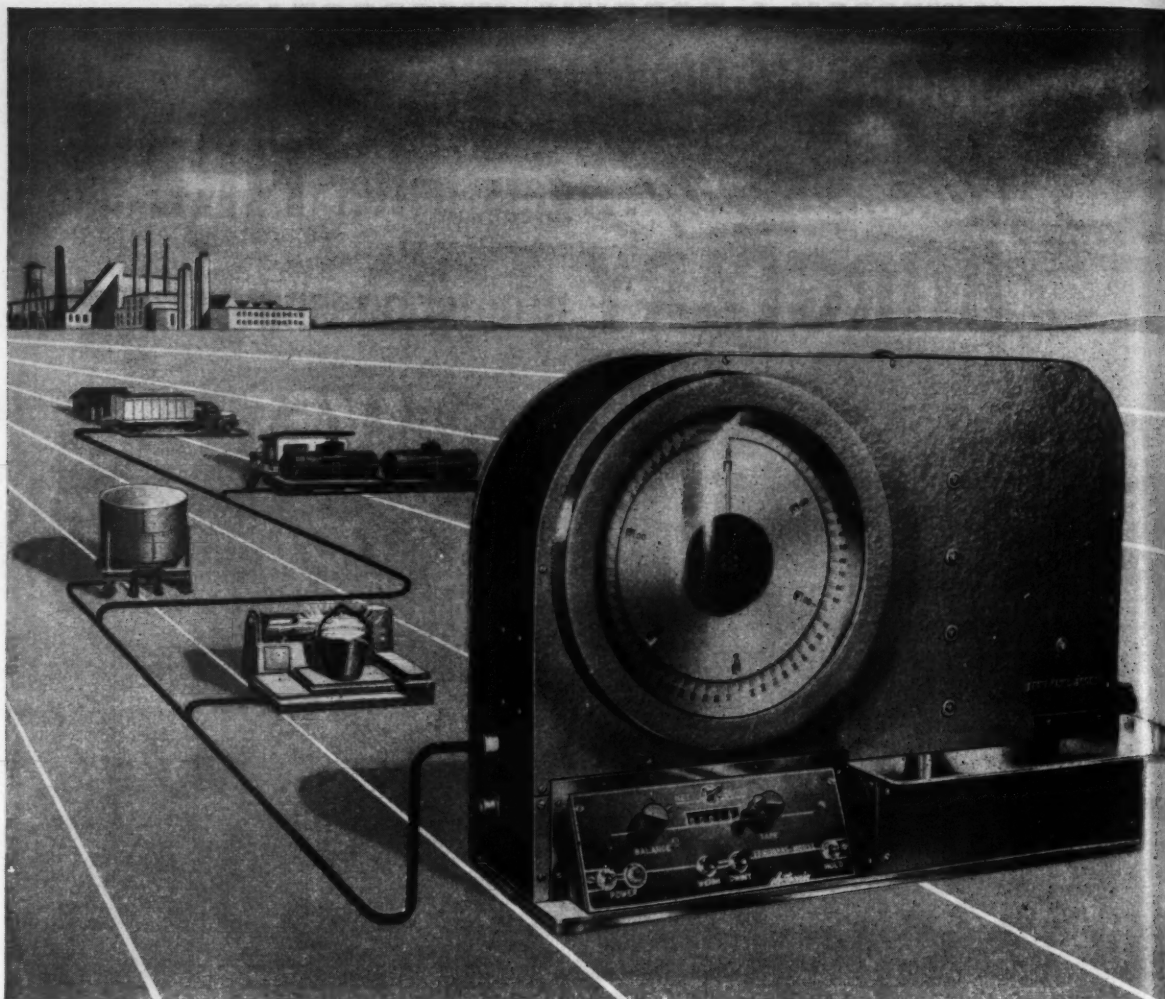
ADT Electric Protection Services guard every type of building, new or old, sprinklered or unsprinklered. The appropriate ADT Fire Alarm Service will detect fire and notify the fire department *automatically*. ADT Burglar Alarm Service will *automatically* summon police when burglars attack. ADT Heating and Industrial Process Supervision will *automatically* detect and report other abnormal conditions.

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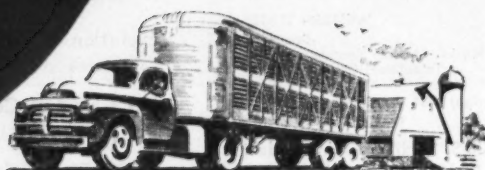
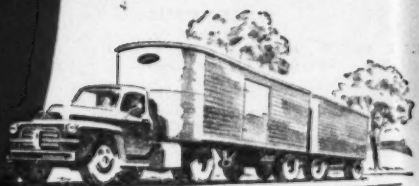
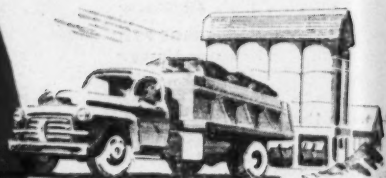
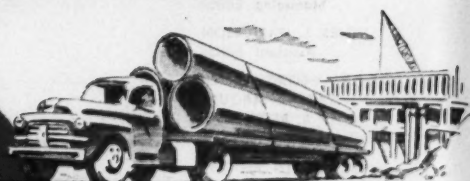
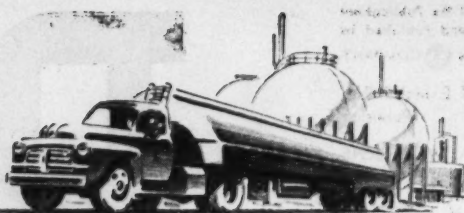
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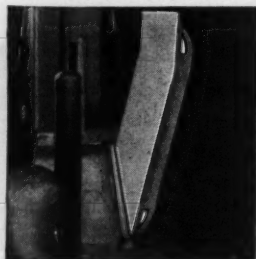
PRODUCTIONIZE THE LOADING DOCK!

CUT DOWN TRAILER LOADING TIME AND INCREASE DOCK HANDLING CAPACITY—AS THESE LEADING FREIGHT CARRIERS HAVE DONE!

Associated Truck Lines **INSTALL MAGLINER** Dock Boards!



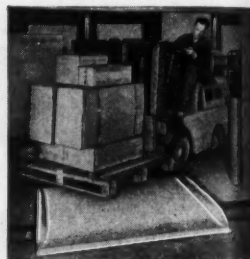
Loading doors with battery of Magliner dock boards in "raised" position. Lightness, low initial cost, automatic self-adjustment, and absence of maintenance were among the reasons this Magliner permanent installation was specified at Associated.



Close-up of installation showing recess and hinge construction. The use of dry babbitt bearings permits simplified manual operations . . . eliminates all maintenance problems!

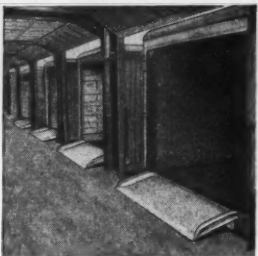


Boards are constructed of heavy duty, lightweight magnesium. Over 5 feet wide, the units are easily raised or lowered by one man . . . No counter balances or costly leveling devices of any kind are required.



To facilitate tight turns, all Magliner dock boards are equipped with special double-tapered, wide-radius curb ends. Magliner boards have cut down on loading time and have increased handling capacity at Associated. They can do the same for your operation.

Doyle Freight Lines **SAVE MONEY** with Magliner Dock Boards!



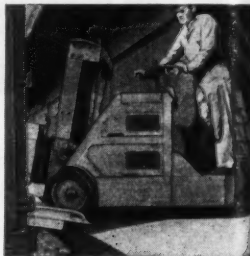
This busy Doyle Freight Terminal has installed Magliner Boards at every station. Custom-engineered for the requirements of this specific dock, Magliners smooth the flow of loading traffic, save valuable man hours.



Magliner Dock Boards fully meet all load and equipment requirements at Doyle Freight Lines—provide needed insurance for safe, dependable and economical long-life service.



Beveled edges (maximum 10° slope) facilitate movement of valuable loads on and off the dock board, avoiding hazardous load jar . . . eliminating equipment damage and load loss. Edges bear snugly against dock and carrier to accommodate varying height differences.



Narrow aisles are a problem on this busy dock, and equipment turns must be made in cramped quarters. There is no difficulty here, because this Magliner flared dock board permits maximum maneuverability—most of the turn can be made on the board itself.

You, too, can PRODUCTION-IZE the Loading Dock

Associated Truck Lines and Doyle Freight Lines are not isolated cases. Many other leading carriers and shippers have installed Magliner Dock Boards. They too have found that Magliner offers *all* the important dock board advantages. Here are some of the many features which only Magliner offers: Tire-Saver Safety Curbs—prevent power truck tire

damage. Triple-Strength Curbs—don't break loose even under continuous daily abuse. Fully-adjustable Drop Lock—quickly adjusts to any height or span—automatically locks truck dock boards in position.

You too can production-ize your loading dock with lightweight, (One-Man) Magliner magnesium Dock Boards. It will pay you to get the facts.

Write Today for Your Copy of Bulletin DB-204



Canadian Factory:
MAGLINE OF CANADA LIMITED
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DOCK BOARDS

FOR RAIL OR TRUCK

Circle No. 104 on Card, facing Page 49, for more information

MAGLINE INC.
P. O. BOX 344
PINCONNING, MICHIGAN

On the Line—



What's Your Score for '54?

LAST Thanksgiving Day, we learned that it's quite an achievement to become one of those colorful, bouncing cheerleaders one sees at the scholastic football games.

We played football and know how hard it is to make the first team. But we always thought that cheerleaders were political appointees, teachers' pets or faculty relatives.

We got reeducated while visiting a friend whose daughter is a cheerleader. Thanks to a snapped garter, or something, we rushed off to the stadium an hour before game time. After delivering the replacement, we decided to stay around a while in case any other emergencies might develop.

We slipped into a rear seat in the balcony of the gym and watched the cheerleaders rehearse clever acrobatic gyrations and dithyrambs designed to bring out the do-or-die spirit of the team and its rooters. The gals were put through their paces with the precision and timing of a ballet chorus.

We learned that, each year, scores attend the try-outs but very few make the grade—politics or faculty notwithstanding.

During the game, we saw examples of good cheering (our side, of course) and poor cheering. Ironically, the team that got the poor cheering fought hard, nevertheless, to tie the game.

Hours later, in our friend's study, we got to comparing the football game with 1954 business conditions—especially the cheerless losing-odds American industry got at the beginning of this year from the gloomy forecasters. The tripe they dealt out was enough for any team to give up the ghost.

To this day, and in the face of all currently cheerful statistics, there still are some executives whose minds have been poisoned to expect a crash during the remaining days of this year. It's not surprising that their teams take longer to win.

Fortunately, inspirational coaching and leadership of the majority of the nation's teams brought good results in 1954.

When the team scores are in, you undoubtedly will be tallying your personal scores and calculating your progress for 1954. We hope that you have accumulated many points under the headings of Improved Methods and Operational Cost Reduction. We hope that you also have given a good account of yourself under the headings New Knowledge, Research and Experiments.

How about New Responsibilities? High ratings under this heading open doors to the best jobs.

If you were benched in '54, put on a drive in '55.

MERRY CHRISTMAS and a HAPPY NEW YEAR!

Yakkety Yak

The will to win starts with getting into the race.

... Every big race has more losers than winners. But even the last man on a good team is better than most men in the stands.

DEAD END: If there's any mind harder to change than that of a misinformed ignoramus, it's that of a misinformed intellectual.

PRESCRIPTION: At a recent convention of surgeons, two doctors turned to automobile design. They suggested seven changes—such as safety belts, airplane doors, collapsible bullet nose—that would reduce auto deaths and injuries by 80 per cent.

... How about that nut behind the steering wheel, Doc?

MUCH CHROME: Beautiful is the word for the 1955 cars. Fast lines, bright two-tone colors, and much chrome. Years ago, only playboys and burlesque queens would buy such cars.

... Shows how times have changed. Even undertakers can't buy black hearses or funeral cars.

ALL CHROME: A beauty shop operator in Portland, Oregon, disliked the conventional fire plug in front of his establishment so much that he persuaded the city fathers to let him chrome plate it.

... The dogs? They're afraid of it!

H.V. Greene

Editor

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NO MAINTENANCE. Bags will not be punctured by nails or splinters. Load will not tip, because center of gravity is low.

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PERFECT ADAPTATION TO JOB. Engineered to handle unit loads of bagged materials with a fork lift truck. POKE-PAK is the perfect answer to odd size bags, for either truck or rail shipments.

PALLET OF GREAT STRENGTH. This sturdy, rigid loading base, made of chestnut and other hardwood fibers, can lift anything your fork truck will lift. Yet it costs so little you can throw it away after use.

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LETTERS

TO THE EDITOR

Highway Development

To The Editor

I am returning your postal card that accompanied the October issue of *DISTRIBUTION AGE*, concerning the subject of highway development.

Rather than answer your questions, it is my suggestion that road building in this country should be developed by the Federal government. Under such a program, a code could be developed containing complete specifications, so that all roads would be constructed to withstand our present traffic load. Any roads requiring special treatment because of location, could be handled on a special basis.

In handling such a program, the Federal government could then defray the cost of such a program among the various states. This pro-rated cost could be developed on a mileage basis through the particular state.

Under such a program there no doubt would be many bugs to be ironed out in the beginning, but I am sure that highway construction can only be adequately provided to the public by having a central control that will amplify specifications, and also have uniformity throughout the 48 states.

HUGH CRAWFORD,
Traffic Manager

Johnson & Johnson
Chicago 38, Ill.

To The Editor

Your editorial in the October issue is excellent.

I think all National and State gasoline taxes should be used entirely for road improvement and maintenance, on a 50/50 basis, and that such taxes be used for that purpose only. This will make the users pay for the roads, in proportion to the amount used.

The practice of putting high taxes on gasoline, and promise it will be used entirely for roads, and then divert to other purposes, should be stopped. I think the users of the highways would approve this. It should be kept out of politics, and special interests, and pressure groups.

I think the state mileage tax should be abolished, and ports of entry all around the state, such as we have in Kansas, should be abolished. It costs the state more to maintain these ports of entry, than the revenue they represent.

All comers should be invited into the state—not penalized for coming.

JOHN SCOTT
Owner

Ottawa Transfer & Storage Co.
Ottawa, Kansas

DA appreciates these comments on the controversial highway financing program. Results of the October survey be found in this issue, on Page 23.—The Editor.

Throw away your grease gun!



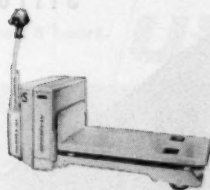
These Lewis-Shepard Electrics are "lubricated-for-life" . . . never need greasing!



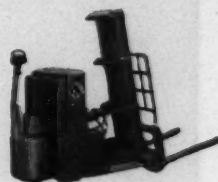
SpaceMaster Model "E"



SpaceMaster Model "J"



Platform JackLift Electric



Master JackStacker

User and manufacturer studies show that 25 to 40% of fork truck maintenance time is spent on periodic lubrication.

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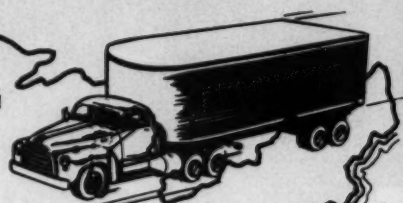
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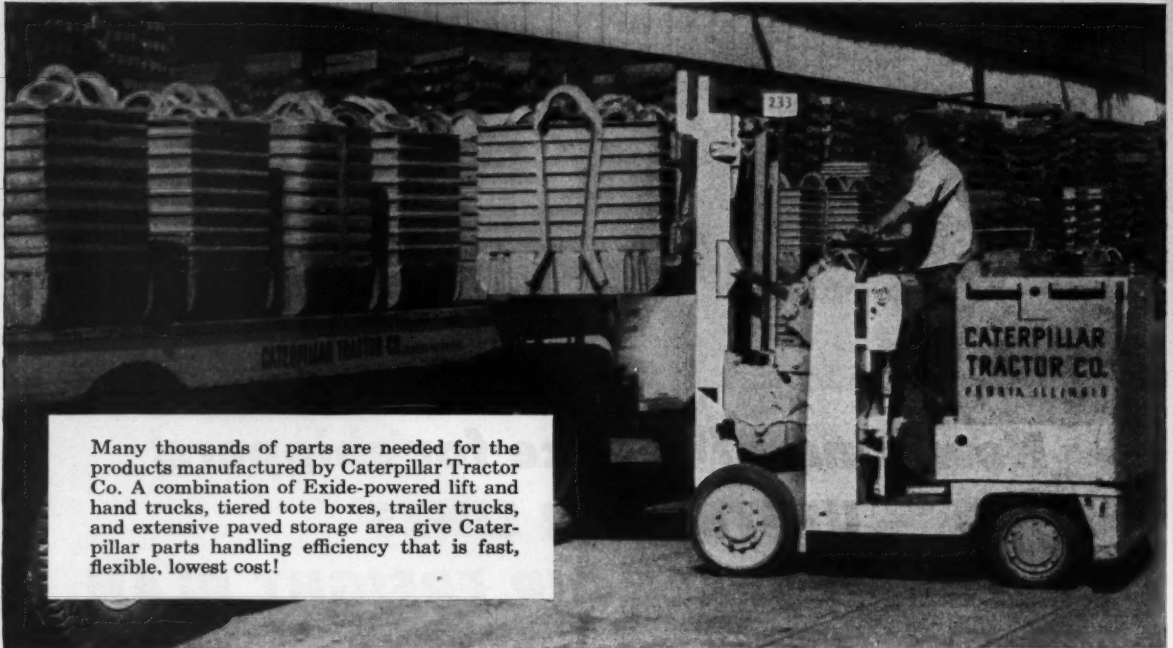
Consult your local telephone directory for location of your nearest United office.

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GET FAST, SAFE HANDLING THROUGHOUT EACH SHIFT

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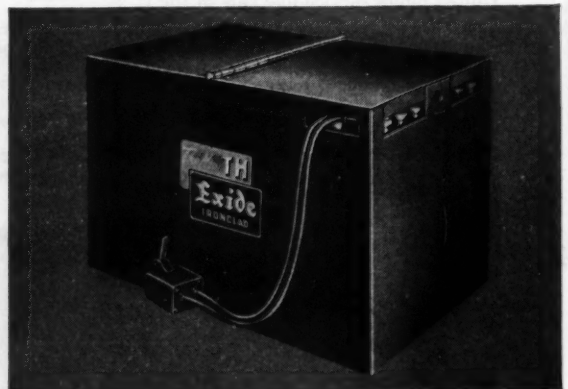
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Your best power buy
...AT ANY PRICE!

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Exide INDUSTRIAL DIVISION, The Electric Storage Battery Company, Philadelphia 2, Pa.

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Coming Events

Nov. 29-Dec. 6—1st International Automation Exposition, 242nd Coast Artillery Armory, New York, N. Y.
Dec. 4—Allied Van Lines, Inc., Regional Meeting, Fairmount Hotel, San Francisco, Calif.
Dec. 8-9—Michigan Movers' & Warehousemen's Assn., Detroit, Mich.
Dec. 13-14—Material Handling Institute, Annual Meeting, Hotel Statler, New York, N. Y.

1955

Jan. 7-11—National Retail Industry Show, Madison Square Garden, New York, N. Y.
Jan. 10-13—Refrigerated Warehousing Management Training Conference, Edgewater Beach Hotel, Chicago, Ill.
Jan. 18-20—Caster and Floor Truck Mfg. Assn., New Weston Hotel, New York, N. Y.
Jan. 20-21—Private Truck Council of America, Annual Convention, Hotel Statler, New York, N. Y.
Jan. 23-27—Associated Equipment Distributors, Annual Meeting, Conrad Hilton Hotel, Chicago, Ill.
Jan. 24-26—Plant Maintenance & Engineering Conference, International Amphitheatre, Chicago, Ill.
Jan. 26-31—Truck-Trailer Manufacturers Assn., Annual Convention, Boca Raton Hotel, Boca Raton, Fla.
Feb. 5-20—American Management Association, Package Designers Council Exhibit, American Institute of Graphic Arts, New York, N. Y.
Mar. 13-19—National Furniture Warehousemen's Assn., Boca Raton Hotel, Boca Raton, Fla.
Mar. 22-25—Movers & Warehousemen's Assn. of America, Inc., 20th Annual Convention, Statler Hotel, Los Angeles, Cal.
Apr. 12-16—American Warehousemen's Assn., Annual Meeting, Cleveland, Ohio.
Apr. 18-25—American Management Association, Packaging Exposition, Navy Pier, Chicago, Ill.
May 14-18—Foreign Trade Exposition, Shrine Exposition Hall, Los Angeles, Calif.
May 16-20—6th National Materials Handling Exposition, International Amphitheatre, Chicago, Ill.
June 6-9—The Operations Council, American Trucking Associations, Inc., Annual Meeting, Atlanta, Ga.

Truckers Urge Stronger Motor Carrier Bureau, Elect Curry President at Annual Meeting

A resolution urging strengthening of the Bureau of Motor Carriers was addressed to President Eisenhower by the Board of Directors of the American Trucking Associations, Inc., at the closing meeting of the 21st Annual Convention in New York, Oct. 22-29.

Neil J. Curry, president of California Cartage Co., Los Angeles, was elected president. He succeeds Jack Cole, of Birmingham, Ala., who became chairman of the Board of Directors.

Other new ATA officers include C. J. Williams, Wis., first vice president; A. E. Cudlipp, Texas, second vice president; Richard A. Moran, R. I., third vice president; Russell C. Williams, Kan., fourth vice president; John Akers, N. C., treasurer; and Chester G. Moore, Ill., secretary.

Earlier in the week, the Executive Committee, meeting in conjunction with the convention, approved the creation of a subcommittee to undertake a detailed study of the question of whether arbitration in labor-management disputes within the trucking industry should be made compulsory. The study will be used as a guide in determining the trucking industry's position for or against compulsory arbitration.

The Committee also voted to again combine the ATA national truck rodeo with the convention next year; to create a trucking industry mobilization committee to work with the Joint Land Transportation Agency; and to permit ATA to become a member of the Microwave Users Council.

Another important convention decision was announced by the National Conference of ATA's State Association Managers, which voted to separate its annual meetings from the annual ATA convention.

Elected to four newly-created regional vice-presidencies were B. M. Seymour, New York, for the northeast; E. Ward King, Kingsport, Tenn., for the southeast; Barney Cushman, Chicago, for the mid-west; and George V. Eastes, Seattle, Wash., for the Pacific coast.

Filling eight posts of vice presidents-at-large, another newly-established office, are L. B. Brown, Dallas, Tex.; W. H. Boutell, Flint, Mich.; Clarence W. Finkle, Passaic, N. J.; Harry L. Gormley, New Castle, Pa.; Kenneth Humphries, Oakland, Calif.; J. Albert Kramer, Philadelphia, Pa.; John W. MacDonald, Seattle, Wash.; and Stuart Moore, Oakland, Calif.

The State of Washington on Nov. 9 received the Golden Milestone Award of the National Highway Users Conference in recognition of the State Highway Dept.'s 1954 program report to the public.

Reduced express rates on shipments of many types of advertising and printed matter were put into effect by Railway Express Agency, Inc. on Nov. 27.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Webb Elected President, Sollenberger Renamed Executive Vice President by Conveyor Group

Jervis C. Webb, president and general manager, Jervis B. Webb Co., was elected president of the Conveyor Equipment Manufacturers Assn. at its 21st Annual Meeting, at White Sulphur Springs, W. Va., Oct. 19. R. C. Sollenberger was re-elected executive vice president and will be chief staff executive in the association's Washington, D. C., headquarters.

Other officers of the association are: Vice President Fred S. Wells, vice president, Stephens-Adamson Mfg. Co.; Treasurer E. E. Boberg, sales manager, Standard Conveyor Co.; and Secretary R. B. Maas, president and general manager, Screw Conveyor Corp.

Directors are: D. E. Davidson, vice president for sales, Link-Belt Co.; J. H. Walker, president, Fairfield Engineering Co.; and Adrian

W. Rich, president, Fairmont Machinery Co.

Major speakers at the meeting were Charles W. Stewart, secretary, Machinery and Allied Products Institute, Chicago, and Allen H. Morgensen, director of the Lake Placid, N. Y., Work Simplification Conference.

Chairmen of the five group meetings were:

Trolley Conveyor, Frank J. Shude, president, Anchor Steel & Conveyor Co.; **Coal Preparation**, A. W. Rich, president, Fairmont Machinery Co.; **Screw Conveyor**, R. Y. MacIntyre, manager, Industrial Division, Continental Gin Co.; **Heavy Conveyor**, R. T. Steindorf, manager, Conveyor & Process Equipment Div., Chain Belt Co.; and **Package Conveyor**, E. H. Woodberry, manager, Conveyor Div., Lamson Corp.

—DA—

Traffic Group Names Downey

W. P. Downey, of Columbus, Ohio, was elected chairman of the National Traffic Committee at a recent meeting in Washington, D. C. Also elected were: B. L. Frazier, of North Carolina, as first vice chairman, and George C. Shea, of Massachusetts, second vice chairman. F. G. Freund was re-elected secretary.

—DA—

AAR Stand on Reciprocity

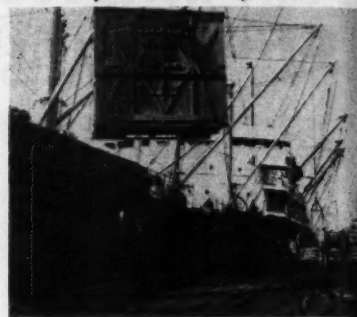
Out-of-state heavy trucks should not be excused from paying those user charges which are collected from resident trucks of comparable size, the Association of American Railroads said Oct. 21 in a statement on motor vehicle reciprocity which was filed with the House Committee on Interstate and Foreign Commerce.

Plastic Barge Proves Practical



Going through its paces, as illustrated, is a new, experimental plastic barge tested recently by the Army Transportation Corps at Fort Eustis, Va. This 51-ft self-propelled craft may be used alone or in conjunction with loaded, non-powered barges. It was built by the plastics division of the Englander Co.

By Land and By Sea



Allied Van Lines, Inc., recently completed its first long distance movement of household goods for the Department of Defense, from the U. S. mainland to Hawaii. The shipment, which weighed 8,000 lb, first traveled 3,023 land miles to the port of embarkation. From there the goods traveled 2,091 water miles, or a grand total of 5,114 miles. This represents Allied's second, and longest land and sea hauling project, the other between Seattle and Alaska.

Houston Man New AAPA Head

Warren D. Lamport, general manager of the Port of Houston, Texas, was elected president of the American Association of Port Authorities at that group's 43rd Annual Meeting in San Francisco, Oct. 25-29.

Highlight of the meeting was adoption of a resolution urging domestic water carriers to seek favorable ICC action on a proposal for establishment of joint through rates and routes by the water carriers and connecting rail and truck lines.

—DA—

Fred G. Gurley, president of the Santa Fe Railway, will be guest speaker at the annual dinner of the Traffic Managers Conference of Southern California, Dec. 3 at the Biltmore Hotel, Los Angeles.

—DA—

Slick Plans Air-Truck Service

Slick Airways, Inc., has announced plans to inaugurate a combination air-truck freight service on a national scale. The new service is to be under the leadership of Delos W. Rentzel, former CAB chairman, who has replaced Earl Slick as company chairman.

Delta Nu Alpha Chapter Inaugurated



Officers of Chapter 108, Delta Nu Alpha Transportation Fraternity, elected at the charter meeting of the new group in Peoria, Ill. Left to right, seated: L. R. Barnewalt, secretary-treasurer; D. W. McFarland, president; H. F. Willis, 1st vice president; C. E. Zeman, 2nd vice president. Standing (l to r): S. T. Iden, regional vice president, District 2; E. J. Davis, member, Board of Directors; J. W. Scott, regional vice president, Western District 1; O. B. Eddy, member, Board of Directors; R. P. Yellen, education chairman; and C. F. Zeman, member, Board of Directors

NDTA Asks ODM Planning Unit

In a three-point recommendation at its 9th Annual Convention in Pittsburgh, Pa., Oct. 24, the National Defense Transportation Assn. urged creation of the office of assistant or deputy administrator in the office of Defense Mobilization. The new office would have "wide authority" for transportation planning to prepare for war or emergency.

E. G. Plowman, vice president and general traffic manager, U. S. Steel Corp., was re-elected president of the group. Re-elected chairman of the Board was Arthur H. Gass, chairman of the Car Service Div., AAR. The group also increased from three to eight its number of national vice presidents at large, and created 14 association regions to replace the former six regions.

Caster and Floor Truck Manufacturers Assn. Elects Heath 1955 President at Fall Meeting

Kenneth F. Heath, Nutting Truck & Caster Co., was elected president of the Caster & Floor Truck Manufacturers Assn. at its Fall Meeting, Oct. 20-21, in Cleveland. Other officers elected by the group include D. B. Anderson, Nagle-Chase Co., vice president; and O. T. Henkle, Jr., Mercury Manufacturing Co., treasurer. Elected as directors were J. S. Hanson, Fairbanks Co., retiring president of the Association; H.

A. Ford, Geneva Wheel Co.; and J. W. Hutchinson, Buffalo Wheel & Caster Co.

Other highlights of the meeting were talks by James M. Dawson, economist and vice president of the National City Bank, of Cleveland, who spoke on "A Crystal Ball Look at 1955," and C. R. Dowd, CPA of Ernst and Ernst, whose topic was "Inventory and Sales Forecasting in Today's Economy."

America's inland waterways commercial fleet has grown by 2743 vessels or 17 per cent in the last eight years.

An estimated 6.4 billion will be spent on highways this year by all segments of the government.

Award Winner



Earl K. Gustin, Bendix packaging engineer, exhibits his prize-winning entry in the recent Industrial Packaging and Materials Handling Exposition at Chicago's coliseum. Winner in the export division, it also received the Irving J. Stoller award for the best of all group prize winners. The pack consists of wirebound box, two interior cartons, foil bag, and inner blocks of Celotex industrial cane fiber board

(Please Turn Page)

Railroad Revenue Freight Car Loading

		1954	1953	1952	1951
January	(5 wks.)	2,967,321	3,351,041	3,581,719	3,660,523
February	(4 wks.)	2,461,745	2,730,301	2,911,090	2,834,472
March	(4 wks.)	2,411,835	2,801,445	2,867,583	2,998,963
April	(4 wks.)	2,445,157	2,987,088	2,912,199	3,152,196
May	(5 wks.)	3,344,719	3,883,088	3,677,596	3,977,393
June	(4 wks.)	2,730,286	3,203,942	2,606,738	3,294,766
July	(4 wks.)	2,966,991	2,963,805	2,236,068	2,993,321
August	(5 wks.)	3,391,878	4,022,382	3,682,069	4,120,219
September	(4 wks.)	2,711,460	3,153,226	3,363,834	3,311,846
October	(5 wks.)	3,628,718	4,024,439	4,156,014	4,316,505
November	(4 wks.)		2,796,888	3,139,489	3,138,684
December	(4 wks.)		2,413,396	2,671,756	2,700,094
Total		28,659,890	38,302,762	37,985,155	40,499,182

Chuting the News . . .

(Continued from Preceding Page)

PRR Piggy-Back Development

The Pennsylvania Railroad is reported negotiating with Rail-Trail-er Corp., of Chicago, which plans to lease king-size flat cars to the road. The proposed contract would require the PRR to haul trailers of common carrier truckers.

The Board of Governors, Transportation Association of America, has announced that Dr. George P. Baker has agreed to succeed Frank C. Rathje, Chicago banker, as president of the Transportation Association of America, upon the expiration of Mr. Rathje's present term.

Payroll Pay-Off



Employees of the Gateway Transportation Co., La Crosse, Wis., recently received their weekly pay in silver dollars. John A. Murphy, executive vice president (third from left), supervises the distribution of more than 25,000 silver dollars, weighing almost a ton

MEN in the NEWS

Materials Handling

John L. Baldridge — named branch manager, southeastern district, Lamson Mobilift Corp., Dallas, Texas.



Charles H. Leet—appointed assistant branch sales manager, The Electric Storage Battery Co., Chicago, Ill.
R. L. Keeg—named branch sales manager, Pittsburgh, Pa.



Ralph W. Gunderson—new chief industrial engineer, American Hoist & Derrick Co., St. Paul, Minn.

Arthur Gordon—appointed division production manager, Curtiss-Wright Corp.

Packing & Packaging

Gene C. Brewer—elected vice president, U. S. Plywood Corp., New York, N. Y.

Reuben B. Robertson, Jr., president, The Champion Paper and Fibre Co., Hamilton, Ohio—elected board member, National Industrial Conference Board.

John A. Warren—named technical adviser, Packaging Div., American Management Association, New York, N. Y.

Traffic

J. J. Clements—named general traffic manager, The Best Foods, Inc., succeeding S. P. Beatty, retired.

L. B. Harmon—appointed general traffic manager, Kaiser Aluminum & Chemical Corp., Oakland, Calif.

John D. Hardy—new traffic manager, Wagner Electric Corp., St. Louis, Mo.

Dr. Frank E. Asher — elected president, Traffic Manager's Institute, Inc., New York, N. Y.



Joseph W. Watson—appointed assistant to the general traffic manager, Motor Freight Express, Inc., Baltimore, Md.

Arthur D. Ohnesorge—named assistant general traffic manager, Masonite Corp., Chicago, Ill., succeeding Roy A. Black, retired.

John V. Waters—new traffic manager, Special Products Div., National Biscuit Co., New York, N. Y.

Transportation—Highway



Jim Suter — appointed sales engineer, The Frank G. Hough Co., Libertyville, Ill.

Clarence G. Jensen—named research adviser, National Traffic Committee, Washington, D. C.

William R. Henderson—appointed district manager, Baltimore Transfer Co., Richmond, Va.

M. S. Mawhinney, Jr.—new district manager, Motor Freight Express, Inc., Johnstown-Altoona (Pa.) area.

B. E. Rowland—named assistant general manager, Willig Freight Lines, San Francisco, Calif.

William J. Warner — appointed vice president and general manager, Willig Freight Lines, San Francisco, Calif.



Thomas C. Lyne, Jr.—appointed terminal manager, T.I.M.E. Lines, Inc., Memphis, Tenn.

Monte Holcomb—named vice president and western division manager, Brady Motorfrate, Omaha, Neb.

Laird Durham, Jr.—appointed public relations manager, Trailmobile, Inc., Cincinnati, O.

—Rail

Frank F. Vesper—named general attorney and commerce counsel, Chicago & Eastern Illinois Railroad, Chicago, Ill.

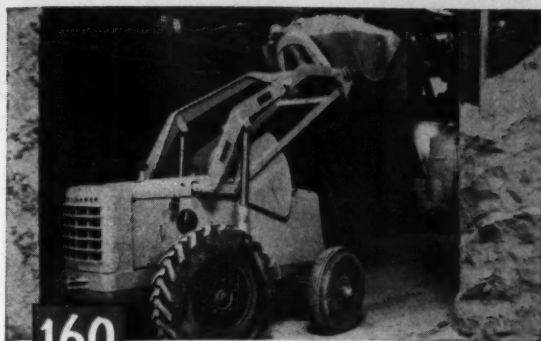
Maximilian Z. Greenley—elected secretary and treasurer, Rock Island Lines, Chicago, Ill., succeeding Arthur O. Gibson, retired.

—Water



T. G. Maddox traffic manager, Los Angeles Harbor Dept., recently retired.

Norman A. Maxon — appointed freight traffic manager, Caribbean service, Grace Line, New York, N. Y. Maxon succeeds William St. Amant —transferred to Pacific Coast operations.



160

used by one fertilizer manufacturer*



65

used by one chemical manufacturer*

more industries use more
PAYLOADER®
TRACTOR SHOVELS
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20

in one food processor's plants*



43

used by a large steel producer*



29

used by one producer of castings*

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DECEMBER, 1954

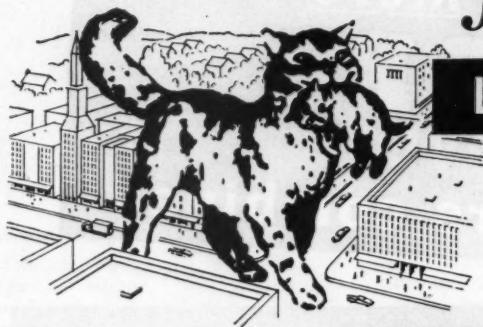
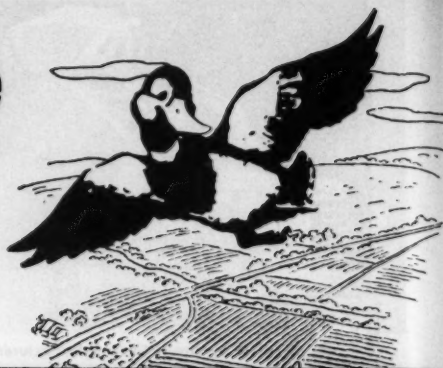
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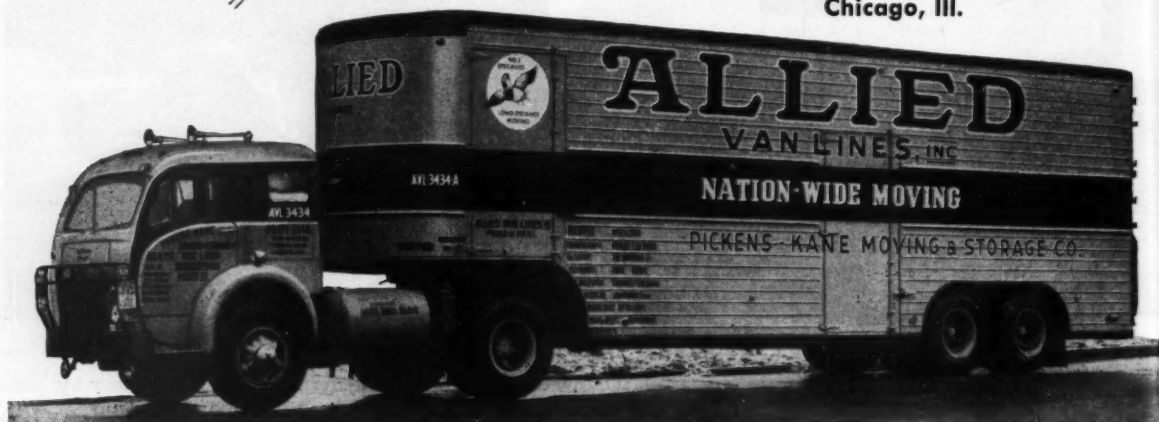


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"We have found no moving equipment in the industry that can compare with our White 3000's."

That is the report from this progressive firm that has modernized its road fleet as it has grown.

The extra "cubage" made possible by the White 3000 favorable dimensions means extra revenue. And complete accessibility, riding comfort, maneuverability and safety are plus features that make the White 3000 the choice of the industry... from coast to coast.

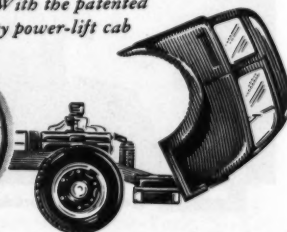
THE WHITE MOTOR COMPANY
Cleveland 1, Ohio

MODERN WHITES HELP GROWTH

PICKENS-KANE have three of these modern White 3000's and there are more coming!

"They are the best units available for the moving industry... pulling the finest and largest trailers in the business," Mr. Munroe says.

... With the patented
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Washington

DA

By Ray M. Stroupe, *Chilton Washington News Bureau*

CARRIER TREND—Dissatisfaction with present distribution systems may force the public to turn to novel methods of moving freight. Offering this word of caution is Interstate Commerce Commissioner Anthony Arpaia. He suggests that great emphasis may soon be placed on development of commercial cargo helicopters, capable of delivering loaded containers to rooftop platforms, and on the use of aircraft to move highway vehicles between distant points.

AGENCY STUDY—About 1,450 freight forwarders are respondents in a new Federal Maritime Board investigation. The board is looking into forwarder practices to determine if they produce discrimination against shippers, consignees, or carriers. Purpose of the investigation is not punitive, the agency declares, but is intended to assist U. S. trade by providing standards to stabilize the industry, and assure equitable treatment for all.

TAX RULING—Loading freight on pallets prior to shipment, says the Internal Revenue Service, is contributory to a transportation action. Having made such a decision, IRS contends, in a new ruling, that if freight is palletized in connection with a taxable transportation movement, the charge made for palletizing is also subject to tax.

RATE SIZE-UP—Special freight rates for government agencies, as permitted under Section 22, are considered illogical by Richard F. Mitchell, chairman of the ICC. His position is that if the government is granted lower-than-published rates, the normal commercial shipper will be forced to make up the difference when he pays his bill. Therefore, the ICC chairman sees a need for repealing Section 22.

BRIDGE HEIGHTS—Strongly recommended by the U. S. Commerce Dept. is a reasonable approach to the establishment of standards for heights of highway and railroad bridges above rivers, lakes, and canals. The agency points out that a requirement for navigational clearance may not be necessary where there is no existing or prospective navigation. It also calls attention to the advisability of modifying some vessels now requiring considerable vertical clearances.

PACKAGING GOAL—Renewed emphasis is being placed, by the Air Force, on materials and improved packaging techniques. At one time, there was about a one-to-one ratio in the weight of packaging, and of the materials being transported to field installations. The goal now is to replace bulky, heavy crating with light-weight, handy containers. There is also a trend away from multi-handling activities.

STEADY GAINS—Motor freight companies in intercity service are proving consistent by the revenue gains they record. As compiled by ICC, data on common and contract carriers' income shows an almost unbroken climb during the years 1944-53. Last year, common carriers had revenues of more than \$3.9 billion, or nearly four times more than in 1944. Contract carriers registered intercity revenues of over \$358 million, as compared with about \$80 million in 1944.

MODERN SHIPS—Non-subsidized merchant ship operators may be encouraged by the government to speed replacement of old vessels. The U. S. Commerce Dept. is considering a plan to request Congress to provide tax aid for these businessmen. They would be allowed to put vessel earnings into special, tax-deferred reserve funds, the money to be used for new ships. Subsidized operators already have this privilege.

SAFETY AWARD—Winner of a National Safety Council award for excellence in accident prevention is the Bureau of Motor Carriers, ICC. The award, presented in November, and accepted by ICC Chairman Mitchell, covers the year ending June 30, 1954. It was won by the Bureau's 70-passenger-car fleet, in the eastern area of the National Fleet Safety Contest.

WHEAT CROP—Indications of a smaller wheat crop in 1955 point to a rather light demand for grain storage bins during the year. If the full federal allotment of 55 million acres is seeded in wheat, and if the yield equals the 1943-52 average, total production may be 850 million bu. This would be substantially less than the 1954 crop, estimated at 959 million bu.

(Please Turn Page)

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KALAMAZOO, MICHIGAN

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Washington DA...

(Continued from Preceding Page)

CARRIER COUNT—A census of tank trucks used in the oil business has been started by the National Petroleum Council, with completion foreseen by April, 1955. Request for the count was made by the Oil and Gas Div., U. S. Interior Dept. Also desired by the Division is an estimate of the increase in total tank truck carrying capacity that could be achieved by emergency methods.

FOOD SHIPMENTS—Support is given the ICC by the American Trucking Assns., in two civil actions involving ICC and Frozen Food Express. Also interested is the U. S. Agriculture Dept., which contends that a variety of processed farm commodities may be moved by motor carriers outside the ordinary regulation of ICC. This view is opposed in an ATA brief filed in federal court.

BETTER BUSINESS—Container business in the current half of 1954 may be slightly better than it was in the last half of 1953, the U. S. Commerce Dept. is advised. Second-quarter reports from segments of the container industry showed operations following no set pattern. Shipments of metal cans, for example, were up 5.8 per cent, and output of tight barrels rose 2.2 per cent, compared with the second quarter of 1953. Steel strapping production was slightly lower.

PATENTS BOOK—Food processors may obtain a new book, containing 265 descriptions of government-owned inventions applicable to the food industry. Listings in this publication, entitled *Food Products and Processes*, are divided as to the industrial use of items involved. Included are sections on dairy products, fruit and vegetable items, and food-product machinery and apparatus. Office of Technical Services, U. S. Commerce Dept., Washington 25, D. C., \$1.

CARGO CRAFT—Five tons of dry cargo can be accommodated in a new, 51-ft plastic barge tested by Army Transportation Corps. The sectionalized, self-propelled vessel weighs just over 10 ton and has a draft of 21 in. when loaded. Designed for inland waterway work, it can be disassembled for shipment by air, rail, or highway. Builder is the plastics division of The Englander Co., Inc., Baltimore.

TAX VERDICT—Shipment of unmarketable coal from the mine to a storage facility and then to a preparation plant for processing is not subject to the tax on coal transportation. As Internal Revenue Service points out in a new ruling, the steps involved are part of the complete movement of coal from the mine to the preparation plant. The tax will not apply until coal in marketable condition is moved from the plant.

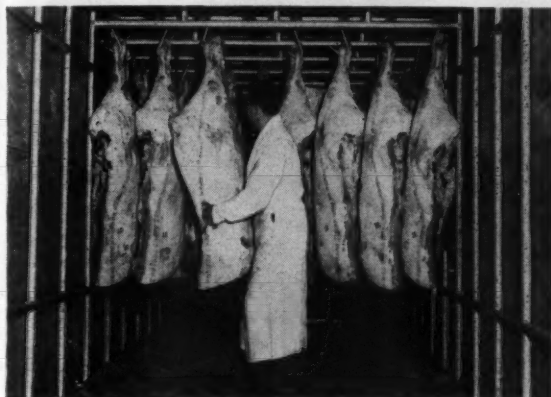
Transportation News

Volume 2

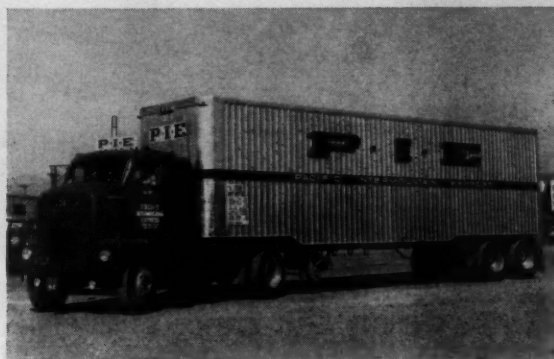
Issue 12

1954 BIG YEAR FOR SHIPPER SERVICES AND EQUIPMENT

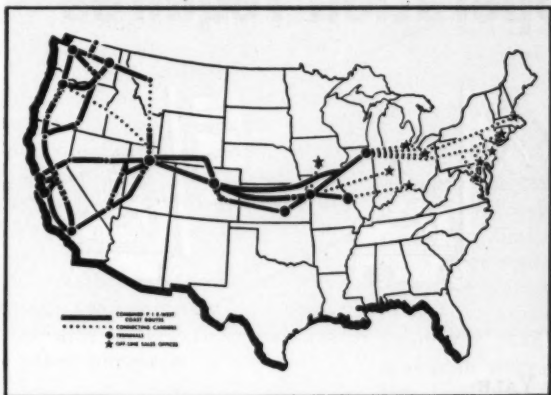
P-I-E, through expansion, development of new techniques, and acquisition of new equipment, has progressively broadened its services to the shipper. Here are some of the more notable:



P-I-E's new fleet of 106 reefers equipped with Thermo King dual-purpose refrigerating and heating units.



370 35-foot vans (2,300 cubic feet) are now standard throughout the P-I-E system. Equipped with General Air Ride suspension, the cargo actually rides on an air cushion instead of steel springs. Illustrated above is one of 103 new type tractors utilized East of Denver.



EXPANSION OF SERVICE IN 1954. Acquisition of West Coast Fast Freight and System Tank Lines. Operation of off-line trailer pools. Anniversary of Coast-to-Coast "thru-way" service.



September 10, scheduled thru-trailer operation inaugurated to Pacific Northwest.



P-I-E

PACIFIC INTERMOUNTAIN EXPRESS



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ST. LOUIS, MISSOURI

SALT LAKE CITY, UTAH

SAN FRANCISCO, CALIF.

SAN JOSE, CALIF.

STOCKTON, CALIF.

TOPEKA, KANSAS

WICHITA, KANSAS

CHICAGO, ILLINOIS

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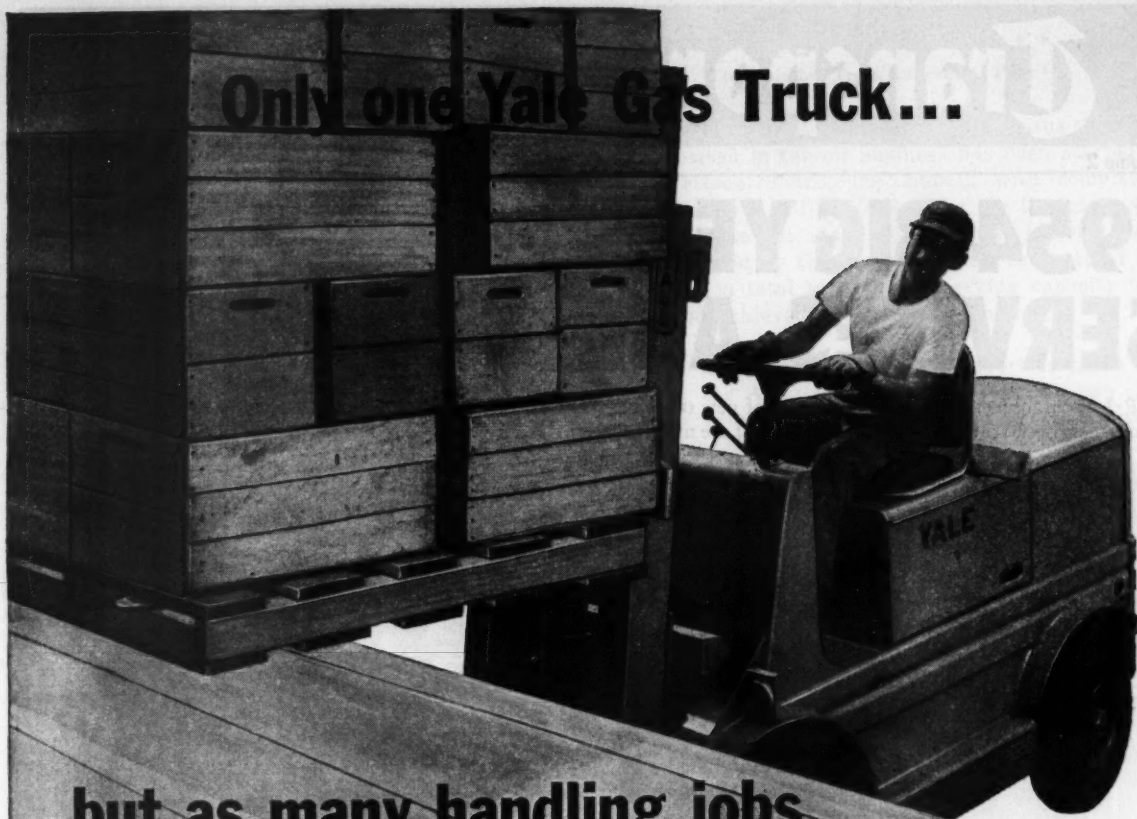
LOS ANGELES, CALIF.

OAKLAND, CALIF.

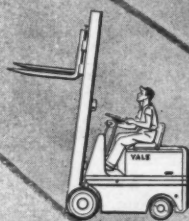
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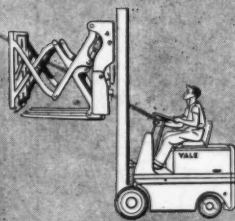
but as many handling jobs
as your operation requires



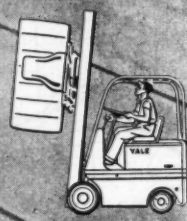
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DISTRIBUTION AGE

DA survey results show that, while many of the nation's industrial transportation executives are ready to accept one of several road payment plans, most want the federal government to foot the bill from its gasoline tax receipts



DECEMBER, 1954
Vol. 53, No. 12

Traffic Men Say Gas Tax Should Pay for New Roads

THE majority of the nation's traffic and transportation executives—71.27 per cent—believe that the federal government should pay for the \$50 billion highway modernization program proposed earlier this year by President Eisenhower.

This and the following opinions were determined by the recent poll of DA readers, as published in the October issue.

The money to pay for this program should come from the gasoline tax collected by the federal government say the survey respondents, about 87 per cent of whom are private carriers.

One traffic manager included state gasoline taxes with his suggestion, as a reminder that many states still divert these moneys for other purposes.

50-50 Plan Is Second

A number of other suggestions were offered should the principal suggestion prove unacceptable.

The leading alternate plan is that federal funds should be matched 50-50 by the states. This plan was supported by 45.74 per cent of the respondents.

However, one respondent favored this plan only if the federal gas tax is repealed.

The next alternate plan favored is that the highway modernization



cost should be financed, to an increased extent, by road-use fees. Over 43 per cent voted for this plan, while 22 per cent opposed it.

More than 40 per cent of those participating in the survey indicated that the highway situation justifies credit financing in most states, and that two-structure highway use taxes are enough.

One respondent qualified his vote for limiting highway use taxes to two structures only if the federal government should agree to use its gasoline tax receipts entirely for road improvement. If that plan were rejected, and this top level executive and private carrier believes that it will be, then he would agree to a third-structure tax on an interstate reciprocity basis.

There are quite a few respondents, including some very prominent names in transportation circles, who favor a direct federal grant for the interstate highway system—at least on an emergency or short term basis. One even suggests that funds now earmarked for foreign relief be used for this purpose.

Over 37 per cent voted for this alternate plan, while about 16 per cent rejected it.

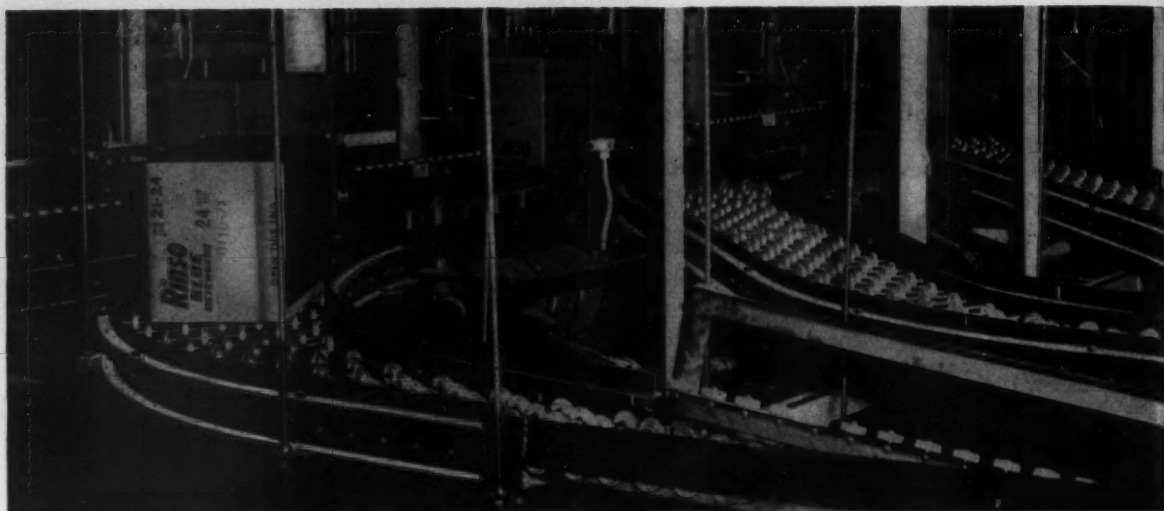
Gas Tax Repeal Vote

The highly controversial subject of repealing the federal gasoline tax and leaving this source of taxation to the states got equal support from its opponents and proponents. It was 31.91 per cent for and 31.91 per cent against.

Principal opposition to this plan stems from the fact that many states still divert gasoline tax moneys for sundry purposes. But even if this were to be corrected, there still are those who consider it unwise to rely on local option and political expediency in the construction and maintenance of roads comprising the nation's interstate highway system.

However, even those who favor the plan, do so with the proviso that the states adhere to uniform construction and maintenance standards, as well as legal and administrative codes.

About 12 per cent of those participating in this survey suggested larger federal financial participation to pay for the highway development program; specifically, on a 75-25 per cent basis. A much greater percentage—close to 32 per cent—opposed the plan. •



Lever Brothers' Hammond (Ind.) warehouse (See Page 26) illustrates how automation on the production line can be integrated with mechanized distribution

Traffic and Transportation in

THE TERM automation has been described, basically, as the automatic handling of materials and parts as they go through the production process.

While this definition seems to limit automation to a manufacturer assembling a finished product from various parts, it applies equally to all other forms of industry. It has been practiced in varying degrees in the receipt of materials from suppliers, as well as in effecting delivery of finished goods to customers.

Transportation Lag

Over the course of years, the progression of new materials handling methods has had a direct effect on the level of tonnage offered to the various forms of transport. In certain industries, some forms of transportation have been aggressive in designing equipment specifically for the needs of that industry, but, by and large, transportation has not kept pace with the development of modern materials handling methods.

Here are several examples. Automation is synonymous with speed and economy of operation. In our field, distributors and chains are increasing stock turnover through automatic handling and reducing dollar value of inventory levels. Axiomatically, this implies smaller but more frequent replenishment orders from manufacturers. This trend has favored motor transportation, as motor trucks have a small cubical capacity and provide lower minimum weights.

A second example is the trend toward palletized delivery to the tailgate with all handling beyond this point at the expense of the carrier whereas, palletized delivery to rail cars generally requires removal from pallet and placement in rail car at the expense of industry.

Editor's Note: Mr. Washner's remarks are excerpted from an address before a Working Conference at the Drake Hotel, in Chicago, on Oct. 20. The conference was sponsored jointly by the Material Handling Institute, the Chicago Association of Commerce and Industry, and the Traffic Club of Chicago.

It is unfortunate that the bulk of railroad rolling stock effectively prevents modern materials handling beyond car door. The speed with which railroads provide equipment with wider-door, compartmentized sections and damage-free loading devices will directly affect their carloadings; if they take advantage of the unlimited tonnage capacity and, where practical, provide higher minimums with corresponding lower rates per hundredweight.

The trend today in industry towards specialized production in individual, decentralized plants, as compared to mammoth plants producing a complete variety of items, could well favor railroads—if they would permit greater use of transit privileges for the development of distribution centers. Too often these privileges are discouraged by unfavorable restrictions and high transit charges.

Perhaps this is motivated by their wish to protect the higher combinations of local rates. If so, the point of diminishing re-



By R. C. Waehner,
General Manager
Distribution Division, Lever Brothers Co.

Your warehouseman, traffic manager, or handling engineer should have a seat in management council to be able to prove his value to the firm through distribution economies

Distribution

turns eventually will be reached.

Not all these ills can be charged to railroad management. Outmoded and unrealistic rules and regulations have taken a heavy toll on railroad volume.

Motor Carriers

If the motor carriers believe their future assured—a word of caution—modern materials handling in industry is outpacing regulated motor transportation. The development of unitized loads is encouraging industry to favor contract, lease or private carriers, because unitized loads can be handled most efficiently in special equipment not generally available today; such as, the lengthwise compartmentation of trailers to support palletized loads, and the use of integral conveyors on truck floors to permit ease of loading and unloading unitized loads.

In industry, the perfect climate for the practice of automation occurs where orders for the finished products are placed in advance of production.

In our field, automation becomes a little more complex. While it is practiced to the full extent of our knowledge, we have the satisfaction of knowing that we will find a better way of performing our responsibilities as this field gains maturity and greater recognition in the minds of top management. The responsibility for this recognition rests with the production engineer, the materials handling engineer, the traffic manager, the transportation official, and all others involved in the production and movement of goods.

I can best cite the progress of new materials handling equipment and its effect on transportation by relating the experiences of our company in its quest to reduce expenses, to enable us to continue to deliver a high-quality product at competitive price levels to our consumers.

Not too many years ago, raw materials were purchased indiscriminately, to take advantage of rising market prices, without any consideration of the problems and

expense in storing and ultimately delivering these raw materials to the production line; and, specifically, with little consideration as to the overall effect of the subsequent handlings on the cost of finished goods.

Such situations all too frequently result in payments of unnecessary demurrage, plus costly outside storage and handling, and subsequent transit charges; or, if transit is not available, prohibitive local rates or charges.

Integrated Program

Now, we have developed collaboration and communications to a highly refined science of the relationship of needed component ingredients to, not only weekly, but daily production requirements, to enable the Distribution Division to intelligently move raw materials from the supplier's point of business to production.

From a standpoint of transportation, this has required close collaboration by our traffic manager with transportation officials for the maintenance of rigorous schedules. By rigorous schedules, I do not mean special, costly, hot-shot service, but consistency in elapsed time between supplier's place of business and our production line; as a delay of 24 hours feasibly could result in a shutdown of our plant facilities.

A perfect example of such stopwatch scheduling exists between our company and our can suppliers. Cans are loaded in railroad cars, ready for use on the production line, and are efficiently moved by conveyor, directly to the production line.

Prior to the inception of this method, it was necessary to store cans with subsequent re-handling, incurring costly labor to manually feed into production lines. In addition, re-handling caused substantial damage. Countless thousands of dollars were saved by close collaboration between supplier, transportation carrier, and processor.

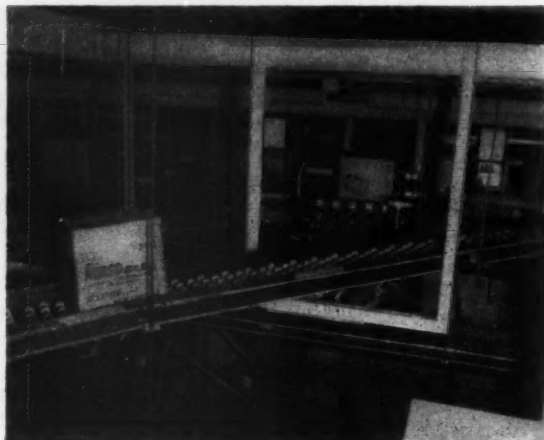
Automation is practiced on other packing materials. Our purchasing department does not buy against rising markets with-

(Please Turn to Page 52)



Fig. 1: Air view of Hammond, Ind., warehouse

Fig. 2: Sorting-switching device deflects case to line in foreground, V-belt unit in background



Automation's

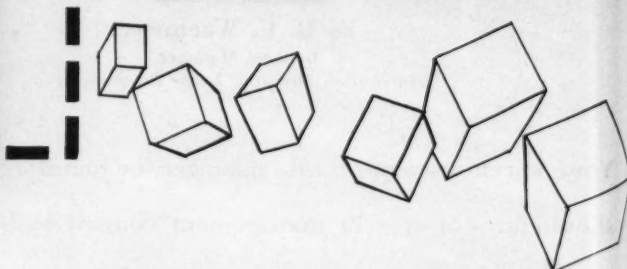


Fig. 3: Power descending sections of 6 accumulator lines to conveyor leading to pallet loader

In its new 390,000-sq ft warehouse, Lever Brothers Co. has completely mechanized the entire production and distribution cycle—from receiving to processing to shipping and storage

AUTOMATION in its complete cycle—from receipt of raw materials and equipment, through processing and production, to warehousing and shipping—has been geared to a palletized output of 21 cartons a minute at the new Lever Brothers' 390,000-sq ft warehouse in Hammond, Ind.

Although it is too early to accurately chart operational savings in the new system, some inevitable results can be claimed by automatic palletization, conveyerization with automatic sorting and switching, and other refinements in the physical distribution scheme.

It is estimated, for example, that each automatic

pallet loader and its associated conveyor equipment have a handling capacity of four men a shift. Less tangible benefits include a continuous, unvarying work output day and night, reduced damage, and more uniform pallet loading which means space savings and easier handling.

The processing plants, which serve a 28-state area, are essentially chemical plants in their mode of operation, in that many of the processes are operated on a continuous basis. Accordingly, the warehouse and its materials handling system were devised to provide maximum handling capacity on a round-the-clock schedule at minimum cost.

End Result -

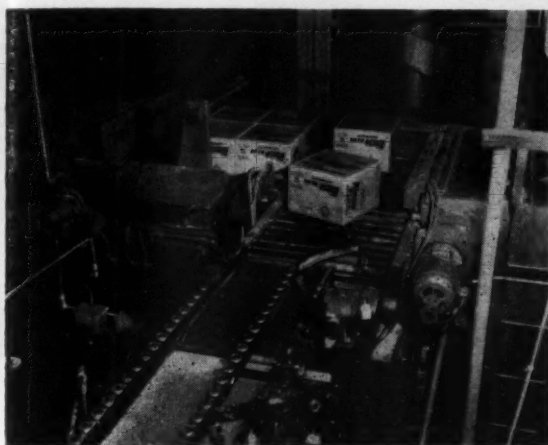
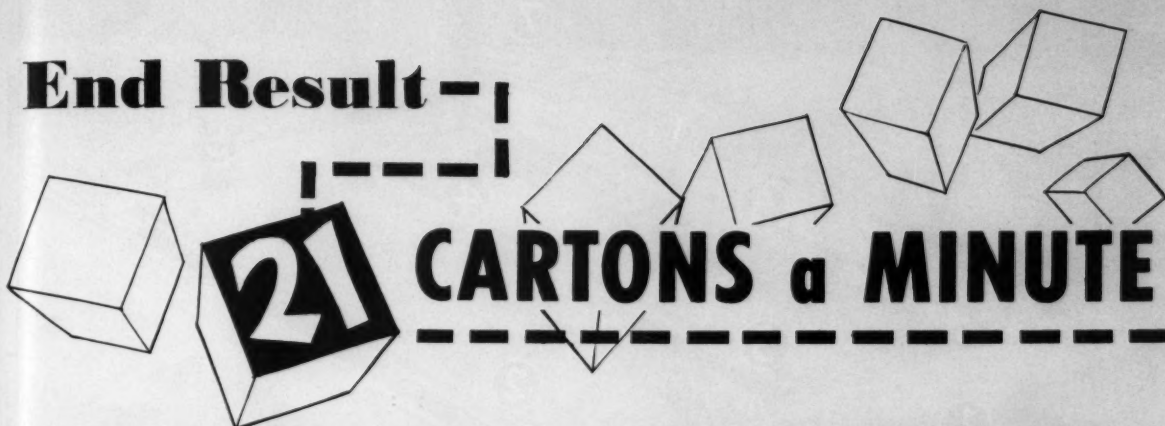


Fig. 4: Top of automatic pallet loader, showing final carton in the layer being rotated 90 deg



Fig. 5: (Above, right) Pallet starts its descent to the loader's guide rails to conveyor at right



Fig. 6: (Right) Lowerator descends to first floor. On arrival, pallet will ride onto conveyor section

The new warehouse replaces a system in which products leaving carton sealers in the processing plants were delivered by gravity conveyor to the shipping area, where they were loaded onto freight cars and shipped to leased warehouse space in Chicago, 20 miles away.

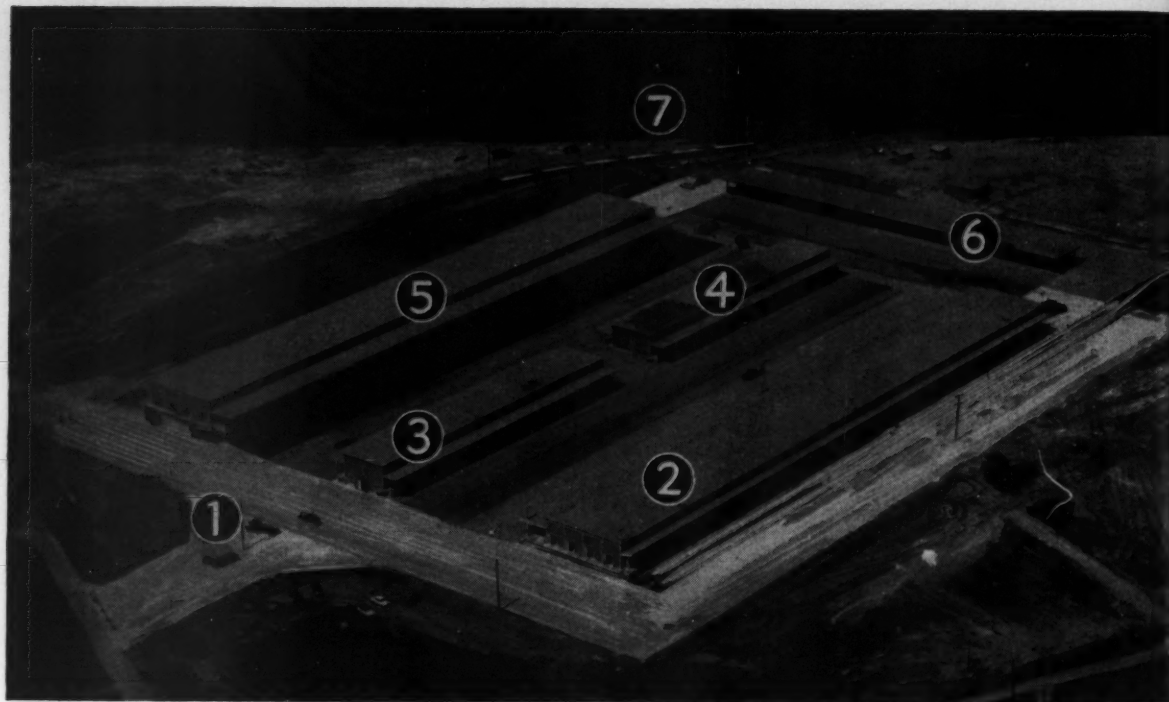
By erecting the new warehouse at the production site, the number of handlings are considerably reduced, and the company realizes a substantial saving on transportation costs.

The new warehouse, shown in Fig. 1, is 1275 ft long and varies in width from 93 to 177 ft. To conform with the floor levels of adjoining buildings,

one-half the warehouse is of three-story construction, having 15-ft ceilings. The other half contains two stories with 20-ft ceilings. The roof of the entire structure is at the same level.

The third story of the warehouse is used for the storage of packing materials and is linked to the

(Please Turn to Page 51)



Jacksonville Terminal Speeds

WHEN outmoded produce distribution facilities in the Jacksonville (Fla.) area forced the industry's back against the wall, a group of local wholesalers joined forces to plan and build one of the world's most modern distribution terminals.

The new \$1½ million market is the largest between Atlanta, Ga., and Miami, Fla., and one of the few of major size in the country owned and operated by fresh fruit and vegetable dealers. It has been adapted to the latest in handling and transportation equipment and techniques.

Prior to completion of the terminal, more than 40 dealers were spotted in several undesirable downtown locations. Traffic and loading conditions were almost impossible. Some of the dealers were located in leased buildings

When outmoded produce distribution facilities threatened to cripple the industry, a group of local wholesalers planned and built one of the most modern distribution terminals in the world on an easily accessible, out-of-traffic site

not adaptable to the installation of modern equipment and handling methods.

For two years a group known as Produce Terminal of Jacksonville, Inc., worked on plans for the centralized market out of the heavy traffic area, and with am-

ple room for expansion. Careful pre-planning included visits to similar new terminals in San Antonio, Tex., and St. Louis, Mo.

The terminal is laid out in the square, with two large (97-x564-ft) buildings paralleling the north and south sides, and two



Wide roadways between buildings permit two lanes of traffic, even when 50-ft trailers are being loaded

15-ft wide platforms are truck-bed height throughout, covered by marquee for bad-weather protection

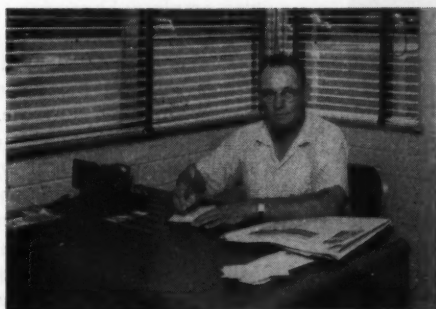


At the rear of each of the main buildings are two spur line tracks, accommodating 100 cars at a time



Left: New \$1½ million Jacksonville (Fla.) produce terminal covers 32 acres of a 53-acre site on the outskirts of the city. It consists of two large (97x564-ft) buildings (2 and 5) used by the four largest operators; two smaller (55x252-ft) buildings (3 and 4) occupied by smaller operators; a control station (1); a 42x360-ft farmers' shed (6), and is only a short distance from the main tracks of the Southern Railway (7). Extra wide (120-ft) roadways between buildings facilitate traffic flow. Four spur lines from Southern tracks serve two large buildings. Proximity to two main truck arteries gives terminal ideal location for fast distribution system

Distribution



By W. Fred Moore, General Manager

smaller buildings (55-x252-ft) in the center. Extra wide (120-ft) paved roadways separate the buildings. The wide roadways facilitate traffic movements since there is room for two lanes, even with 50-ft tractors parked at loading docks on both sides.

The two largest buildings are occupied by the four largest operators—Conway, Inc., East Coast Distributing Co., N. Chepenik & Sons, and Smith and Sponholtz. Smaller jobbers occupy the two smaller buildings. Care was taken to avoid "dry" areas common to

such terminals. The four largest dealers in the outer buildings, with smaller dealers centralized, tends to equalize the traffic.

The market contains 64 units. In the larger buildings they measure 25x67 ft, without platforms, (Please Turn to Page 54)

Underground Oil Storage in S

By John Grindrod

DA European Correspondent



This is a section of an old feldspar mine on the East Coast of Sweden as it appeared as it was being prepared for use as an oil storage depot

Use of abandoned mines for bulk oil storage has reduced storage costs to from \$.50 to \$1.10 a barrel, compared to \$1.90 to \$2.20 a barrel in use of steel surface tanks

A NEW and revolutionary method of storing bulk oil has been unveiled in Sweden. Developed to alleviate the postwar space problem, the system involves storage of subsoil water in underground chambers—either abandoned mines or specially blasted cavities.

The underground chambers are conceived without steel lining, the subsoil water serving as a caulking medium and preventing oil loss through seepage.

Initial Experiment

After a few small-scale experiments proved successful, a full-scale plant was developed at an old feldspar mine on the East Coast of Sweden. Oil can be stored to a depth of 262 ft. Tests made by driving a number of well boreholes determined that there was ample subterranean water at sufficient pressure.

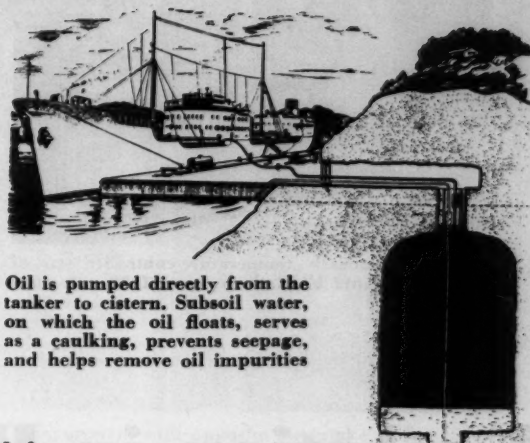
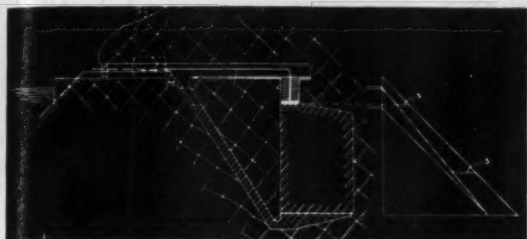
The mine was cleared of loose stones and its bottleneck roofed over with thick concrete. From a point between the head of the mine and a nearby bay, a separate water shaft was sunk diagonally to the lowest point in the mine.

This, connected to the bay by pipe line, controls water level in the mine. As oil is pumped out of the mine, the water level automatically rises, keeping the oil level constant to facilitate pumping.

At a distance of 98 ft down the mine, a pump and heating station was installed. A small pump-house and tanker pier was constructed on the bay and connected by pipe line to the mine.

Since it was first opened, sev-

Swedish Mines



Oil is pumped directly from the tanker to cistern. Subsoil water, on which the oil floats, serves as a caulking, prevents seepage, and helps remove oil impurities

Left:

In this type of cistern, the water level is controlled through a separate water shaft connected with the bottom of the tank. Automatic pumps balance system

eral hundred thousand tons of heavy oil have been discharged from tankers into the mine and have been delivered therefrom; and considerable experience has been gained in this method of storage.

In order to test the temperature of the oil at various levels, so that its viscosity and the amount of heating it would require on delivery from the depot could be known, 32 thermometers were installed at different points.

It was made possible to read these temperatures at a central panel, and some interesting results were disclosed. It showed that the temperature of the bottom layer had gradually risen from 0 to 5 deg C, while that of the upper layers, which received the oil at 30 to 35 deg, went down very slowly and never below a minimum of 15 deg.

This compares favorably with ordinary steel tanks, in which oil loses its heat quickly. There is a considerable saving in fuel when it comes to reheating for delivery.

Another advantage of this method is that at delivery level the warm oil largely cleans itself from water and impurities which gradually sink to the bottom. So pure is the oil, in fact, that the usual filters installed before the pumps require little cleaning.

In the event of it being necessary to take the last drop of oil from the cistern a special skimming flume is used to prevent any water from getting into the pumps.

Tests have shown that the water content in the oil taken out of the depot is, as a matter of fact, lower than that of the oil at the time of intake. The water from the bed of the mine smells slightly of chemicals but contains no oil.

The total cost of this initial venture including

(Please Turn to Page 94)

Underground Oil—U.S.A.

SWEDEN, it seems, does not have a corner on this particular idea. The use of abandoned slate quarries for storage of heating oils is being tested by Esso Standard Oil Co.

Esso is pumping the oil into a giant slate pit in Wind Gap, Pa., about half way between New York and Philadelphia. Object of the system is to hold the oil in reserve to help meet the heavy demand usually experienced in the fall and winter.

Oil is moved to the 1-million barrel pit through a 65-mile pipeline from Esso's Bayway Refinery, in Linden, N. J. During the winter, oil is pumped back to the refinery for distribution by truck, tank car and barge.

Under full operating conditions, oil will be pumped into the pit at a rate of 6,000 barrels a day, and withdrawn at 8,000 barrels a day.

Esso owns or has options on other quarries in the area which, in addition to the one at Wind Gap, would provide an 8-million barrel capacity. This represents the annual heating requirements of almost a quarter-million homes.

Preparation of the Wind Gap pit for storage was underway for almost a year, and cost in the neighborhood of \$500,000. It is covered with a flexible, pontoon roof made up of 250 steel sections, which protect the oil from air-borne contamination, wild life, and direct sunlight.

The 3-ton steel sections ride on the surface of the oil. A 3-ft shelf overhangs the quarry, covering the area between the roof and the quarry wall.

Esso officials estimate that it will take at least a year to determine the practicability of the project. If it is successful, the firm hopes this type storage will provide the solution to seasonal problems in the oil industry.



Mechanically temperature-controlled car of the Santa Fe Railway, one of 30 new units

Refrigerated cars have come a long way since the first 'icebox on wheels' moved several tons of butter from Ogdensburg, N. Y., to Boston, Mass., way back in 1851

Evolution in Refrigerated Cars

LAST YEAR, when the Santa Fe Railway placed in service its first 30 mechanically refrigerated cars, the action brought into focus the remarkable evolution which has taken place through the years in this type service.

The first use of refrigeration by the railroads took place July

1, 1851, when several tons of butter moved over rails from Ogdensburg, N. Y., to Boston, Mass. The freight car used for this shipment was insulated with sawdust and stocked with ice. Although more in the nature of a box car than the refrigerator cars that were to come later, it was the first "icebox on wheels."

Last year, perishables like fruits and vegetables, meats and dairy products accounted for 1,320,818 refrigerator carloadings. Total refrigerator carloadings stood at 1,673,877—almost five per cent of revenue carloadings of all commodities.

With refrigerator carloadings averaging more than 17 tons per car, this meant that the railroads in 1953 transported in excess of 45 billion lb of perishable food-stuff—sufficient to supply every person in the United States with nearly 300 lb.

Of this perishable food load moved by rail in 1953, nearly 2 million lb consisted of frozen edibles. The railroads were called on to handle 56.8 per cent of the record-breaking 1,690,000 tons produced by the frozen food industry last year.

Since the end of World War II, more than 40,000 new reefer cars have been installed in service. These modern refrigerator cars have served to augment and streamline the reefer fleet of 125,000 cars, making it possible to retire outmoded refrigerator cars without depleting needed equipment.

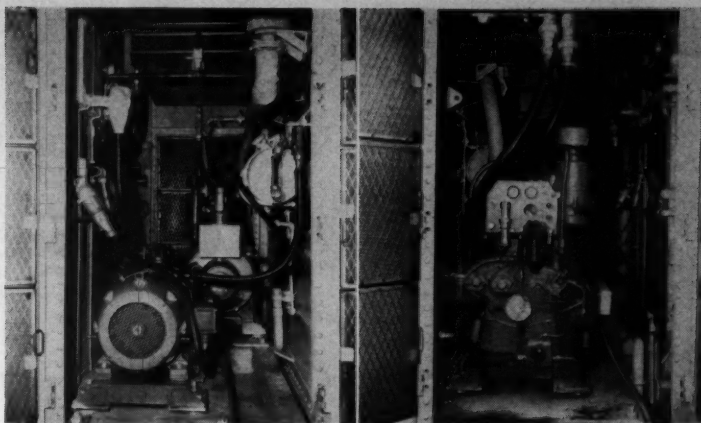
The average new standard refrigerator car costs about \$10,000, while the average new mechanical refrigerator car costs \$16,000 to \$20,000.

Exterior control panel monitors interior car temperature and engine operation. An exterior thermometer samples the load area temperatures



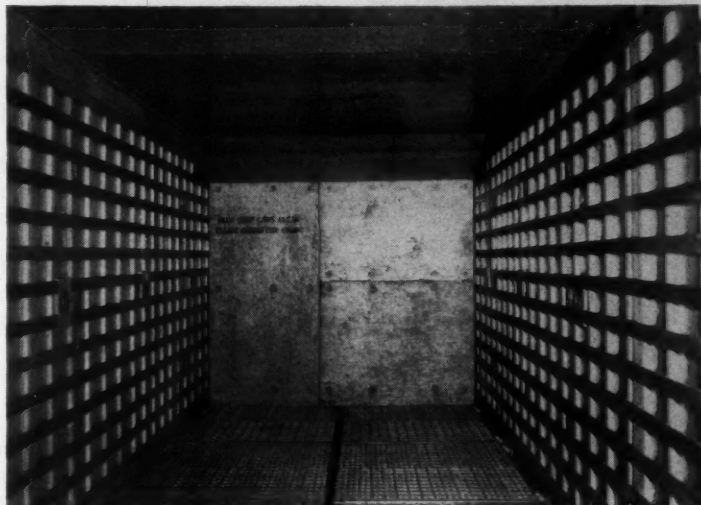


Strap anchor loading method, used in all cars, is explained in these posted notices



Side views of engine compartment with opposite air intake grilles removed showing compressor (left view) and Hercules diesel engine unit (right view)

Interior view of the car. Some 660 equally spaced 1-in. holes in the ceiling provide even distribution of cold air through load and wall spaces



Here shelter is used for loading purposes. Metal rack floor and sidewall racks, which act as flues, permit air to circulate down wall through cargo



There now are more than 500 mechanically-cooled refrigerator cars on the railroads, and approximately 500 additional cars are being built by a number of railroads and private car lines like the Fruit Growers Express, the Pacific Fruit Express, the American Refrigerator Transit, the Western Fruit Express, the Burlington Refrigerator Express, and the Merchants Despatch Transit.

Meantime, new heavily-insulated cars suitable for handling most types of frozen foods under brine icing service have gone into operation. The number of these cars owned as of Jan. 1 totaled 32,304—a 12-fold increase over the 1,755 such reefers in operation on June 1, 1946.

In constructing new cars and rebuilding old ones, the railroads and refrigerator car lines have endeavored to equip their reefers with modern and improved facilities that have been proved by scientific tests. These include the installation of air circulating fans in non-mechanical, heavy-insulated cars, better types of insulation and drainage and non-heat-absorbing paints.

In addition, during the past few years, practically all of the new regular service bunker-type re-

(Please Turn to Page 58)



Foreman chalks holes and cracks to get the plastic-fibre glass treatment

Fibre glass strips are applied over a plastic layer, then get second coat



Workman applies a finishing coat of cement with high-pressure spray unit



Box Cars Get Cocoon Treatment

Borrowing a page from the military's mothball procedure, Rock Island Lines is experimenting with this new method of freight car upgrading

IN AN EFFORT to reduce the loss and damage incident and help solve the dirty car problem, the Rock Island Lines is experimenting with a quick and inexpensive method of reconditioning and upgrading damaged box cars.

The process is an adaption of the government's mothball procedure used to lay up battleships, airplanes, and defense plant equipment. Known as cocooning, the system makes use of a tough plastic cement with paint consistency.

The cement is applied around floor and wall holes with an ordinary high-pressure paint spraying machine. Over the initial coat goes a layer of fibre glass. To this is applied another coat of plastic. The

application hardens quickly and smoothly, and resists the action of scoop shovels and mechanical units.

After some 150 box cars were upgraded, Rock Island began experimenting with application over most of the interior of the box cars. The complete floor is covered, and the walls are treated to a height of six feet. In each case results have proved satisfactory.

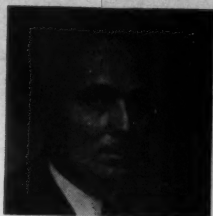
In the patching experiments, the average cost per car approximated \$20. This compares to \$75 to \$125 for the old method, which involved time consuming replacement of planking. A freight car can be cocooned in several hours, compared to several days required for the conventional upgrading.*

In initial experiments the cocooning system was used for patching only; now the Rock Island is experimenting with complete floor and 6-ft wall covering

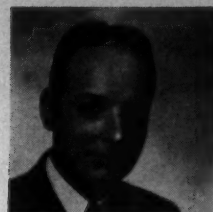




Howard G. Freas
Commissioner
Interstate Commerce Commission



Richard L. Bowditch
Chairman of the Board
Chamber of Commerce of the U. S.



Arthur S. Flemming
Director
Office of Defense Mobilization

ASTT Elects Goodyear

Speakers at 9th Annual Meeting of American Society of Traffic and Transportation include Commissioner Freas, ODM Director Flemming, and C. of C. Chairman Bowditch

C. J. GOODYEAR, traffic manager of Philadelphia and Reading Coal and Iron Co., Philadelphia, Pa., was elected president of the American Society of Traffic and Transportation, Inc., Oct. 29 at the group's 9th Annual Meeting, in Washington.

F. A. Doebber, transportation director, Citizens Gas and Coke Utility, Indianapolis, Ind., was named executive vice president. Vice presidents named were G. Lloyd Wilson, DA transportation consultant and professor of transportation at the University of Pennsylvania, and Kenneth H. Jamieson, general traffic manager of Eastman Kodak Co., Rochester, N. Y.

A Better Profession

ICC Commissioner Howard G. Freas spoke at the morning session on "Building a Better Transportation Profession."

The commissioner said that because few undertakings affect daily life so much as modern transportation, the impact of the traffic manager's actions on social

and economic welfare has become profound and extensive.

"Our social order," he said, "is daily becoming more complex and exacting. Competition among shippers and carriers is keen. Transportation legislation is changing and expanding. Judicial interpretations are continually in the making.

"Such factors have brought about industry demand that the traffic man should be not primarily a rate expert, an authority on routing or one skilled in package design, but a business administrator."

The commissioner also said, "The traffic manager has an obligation to utilize his skill and know-how in a way that guarantees fulfillment of the nation's defense needs. Indifferent planning, careless car ordering, delinquent loading and unloading, wanton disregard of service orders and other regulations are no longer private sins penalized by demurrage charges or the like. They are major flaws in our defense plans and serious impediments to the ac-

complishment of our national aims."

Defense Mobilization

For his luncheon address, ODM Director Arthur S. Flemming chose as his topic, "Transportation and the Defense Mobilization Program." He confined his remarks to generalizations on the ODM program and the administration's transportation aims.

The director outlined the aims and make-up of the Cabinet Committee on Transport Policy and Organization, set up this summer by the President under the leadership of Secretary of Commerce Sinclair Weeks. Flemming said that the committee is now convinced that it is going to be necessary to approach some of the transportation problems in "other than orthodox ways."

Flemming declined to comment on the nature of the problems involved, or what unorthodox solutions might be sought.

One of the ODM measures to bolster the transportation industry (Please Turn to Page 55)

Four-Phase Mechanization Boosts Grocery Tonnage

Refinements in handling and storage have boosted order selection rate to two pieces a minute—33 per cent over national average

COMplete mechanization in all four phases—incoming, storage, order selection, and outgoing—enables this Detroit grocery firm to efficiently handle 3 million lb of packaged foods a day.

The 450,000-sq ft Abner A. Wolf center can handle this quantity because plant layout is designed to take advantage of the most modern and progressive materials handling knowledge, systems and equipment.

This particular firm, under its own buying plan, supplies all dry-goods groceries ordered by participating independent and chain grocery stores throughout Michigan, Indiana and Ohio.

The Wolf plan combines the

By Hanley Wolf

*Vice President, Abner A. Wolf, Inc.
Detroit, Mich.*

fork truck-pallet system with the trackless-train system and permits handling economically more than 100,000 cases of food daily. A \$250,000 investment in equipment provides in-plant trailers, tractors, fork trucks, specially adapted electrical hand trucks, over-the-road hauling equipment, battery charging equipment and equipment maintenance facilities.

The 350,000-sq ft warehouse area includes: 1 million cu ft of rack storage for small order items; 5½ million cu ft of bulk storage for items ordered in large

quantities; and 400,000 cu ft of non-food storage space.

In addition to the storage space, the one-level structure—consisting of 40 x 40-ft bays with 40-ft roof truss spans and overhead clearance varying from 16 to 18 ft—houses a sheltered truck dock for unloading as many as 20 18-ton capacity trailers at once; a larger enclosed dock to load simultaneously 24 18-ton capacity trailers; an indoor railroad siding to unload 13 freight cars at once; a garage-repair shop to service the highway trucks; and a battery charging room.

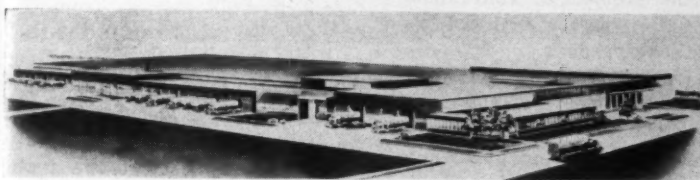
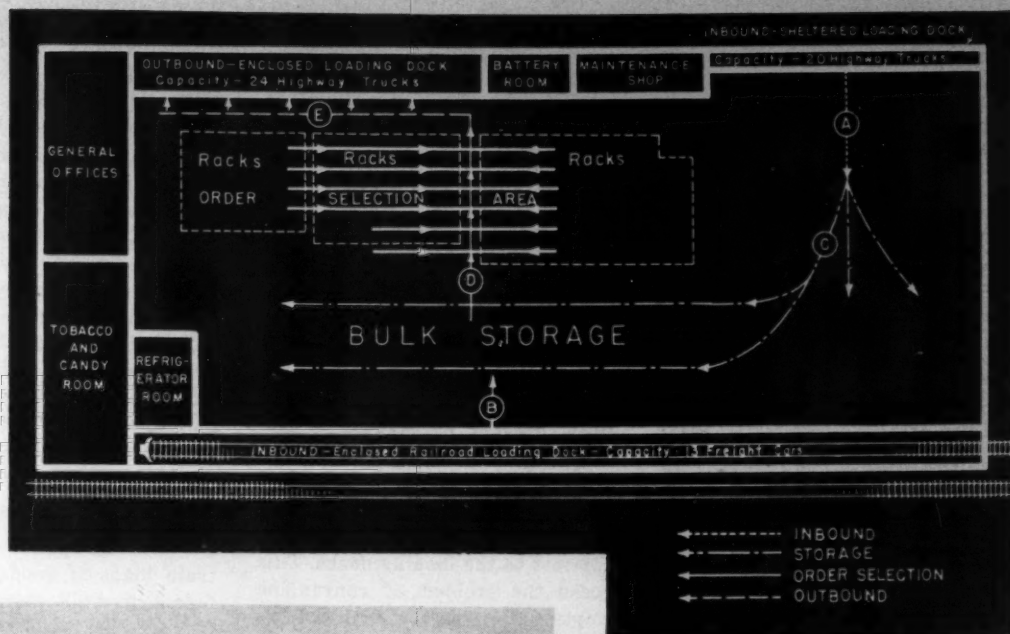
Analysis of the materials handling involved in processing daily the required amounts of packaged food led to a definition of four

Operator opens radio controlled door by push-button mounted on his tractor



Low-mast lift trucks are used to unload palletized material from trailer





Incoming trucks unloaded by fork truck (A) goods transferred to trailer-train (C) for movement to storage. Rail goods (B) moved directly to storage by fork truck. Trailer-trains (D) used for order picking. Outgoing goods (E) moved by fork lift

major operational phases — each presenting individual problems requiring specific equipment. The operational phases are:

1. Incoming — unloading packaged goods received on both highway trucks and railroad freight cars;
2. Storage — transferring the incoming goods from receiving

docks to bulk storage areas (and where convenient, directly to order-selecting area) and placing these goods in assigned spots;

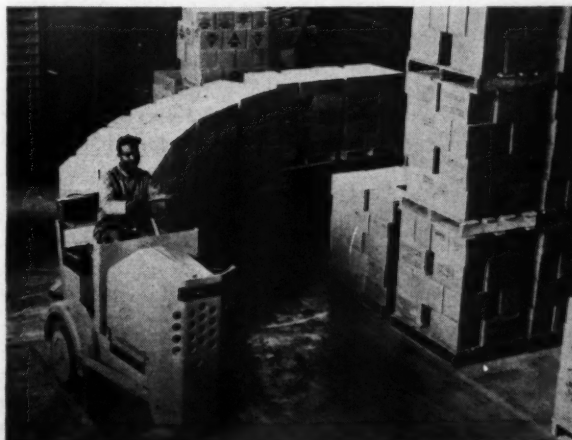
3. Order Selection — taking goods from bulk storage and order-selecting racks and transferring the goods to the shipping area; and
4. Outgoing — transferring

goods from loading spots into enclosed highway trucks.

Grocery stores — both chain and independent — participating in the Abner Wolf Buying Plan, purchase all dry-good groceries from Wolf. The huge amounts of food required to satisfy these demands are purchased by Wolf's representative.

(Please Turn Page)

Tractor and trailer-train carries incoming goods to the bulk storage area

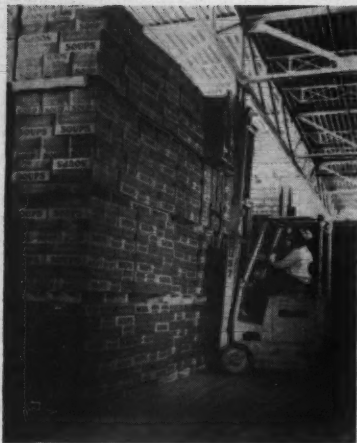


Mercury Jeep fork truck is used to unload cars at the 13-car rail siding



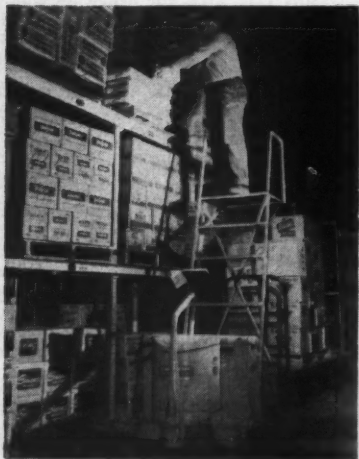
Four-Phase Mechanization . . .

(Continued from Preceding Page)



Safety canopy protects operator in 18-ft, 4-tier high stacking operation

This 8-ft aluminum ladder permits operator to take stock from top shelves



sentatives and delivered to the Detroit warehouse.

Thus, the first phase—incoming—must be completely mechanized to assure rapid distribution of packaged food to proper storage areas.

It was decided that palletization of incoming goods on 30 x 40-in. grocery pallets would permit the greatest movement of material per unit of time, and further, that all goods should be palletized before removal from carriers to the loading docks. This posed the problem of convenient empty pallet storage near the 22-ft wide loading dock.

Pallets dictate the use of fork trucks, and economy of this type equipment for long distance transfer is questionable. For economical long distance movement, trailer-trains were selected. Three-wheel tractors pull up to six 30 x 90-in. trailers capable of handling a total of 24 pallet loads. Maneuverability of these trailer trains permits empty pallet stacking and empty trailer parking on the incoming truck dock.

Low mast fork trucks transfer palletized goods from enclosed highway trucks to trailer-trains.

Specially adapted rider type Hydro-Lectric tractor is used in order selecting system



If an impending stock shortage arises, trucks can carry these palletized items directly to the order-selecting racks and place a load in any specified spot on the three-tier, 12-ft high racks.

The enclosed railroad siding—with space to unload 13 freight cars—is served exclusively by five 2000-lb capacity low-mast fork trucks. Because only goods ordered in large quantities are received in carload lots, and the siding is located adjacent to bulk storage, cases or sacks of food palletized in the freight cars are transferred by fork truck directly to the assigned storage spot.

Transfer to Storage

Following palletizing, trailer-train loads of goods being transferred to bulk storage from the truck docks, are taken to the pre-assigned storage area and parked. To get maximum storage space utilization, it was decided to store goods leaving aisle widths of only 10 ft. Not only must the train navigate through these 10-ft aisles, but the tractor must be able to park a train up to six trailers long close enough to the stacked items already in storage to permit a fork truck to approach the trailers and take on a pallet load.

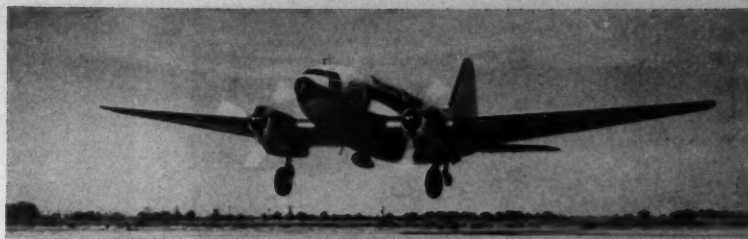
The tractor operator drops his trailer-train in a pre-assigned storage area, picks up any empty trailer-trains in the aisles and tows the empties back to the truck dock. Upon reaching the dock, the tractor operator disconnects his train of empties and couples to another trailer-train which has been loaded by fork trucks during his previous trip.

The entire operation can be accomplished without the operator leaving his tractor, because the tractor draw-head and trailer hitches are of the safety self-coupler, semi-automatic type.

Checkerboard Storage

With tractors hauling about 1,000 trailer loads of various palletized goods to storage each day, the more than 4,000 different items handled present a tremendous problem of placing the
(Please Turn to Page 56)

By John H. Frederick
DA Transportation Consultant



All-Cargo Airlines Face Troubled Times

The Slick-Flying Tiger merger has been abandoned, and both seem to be in for a difficult fight to maintain their all-cargo status

THE MUCH publicized plans for a merger between the two certificated transcontinental aircargo carriers—Slick Airways and The Flying Tiger Line—now have been abandoned. Shippers who already have seen operations of the two companies geared to a merger, naturally wonder why.

The chief reason advanced by the companies is that CAB's original approval of the merger, in January of this year, was contingent upon certain labor protective agreements providing severance pay for non-retained employees. These involved a year's salary, or 60 per cent of salary for four years, which would have cost the merged company up to \$6 million a year.

There also was an unsettled dispute between Tiger and Slick pilots as to the positions members of each group would hold on the seniority list of the merged operation.

Undeveloped Traffic

A fundamental reason for the merger in the first place, as well as a less publicized reason for its

abandonment, is simply that air transportation of scheduled freight for shippers, other than the Government, has not been as big or profitable a business as was anticipated.

With the drastic reduction in the total available cargo business after the phasing out of the Korean affair and less Government traffic demand, the common carrier aircargo business—which had never accounted for more than half the income of either Slick or Tiger—did not seem to offer the profit possibilities it had before.

Flying Tiger Move

When the merger plan proved unworkable, Flying Tiger announced plans to abandon its temporary certificate as a common carrier. The certificate really expired last August, but the CAB continued it in effect until there was time to consider the renewal of all the temporary five-year cargo-only certificates now outstanding (U. S. Airlines, Flying Tiger and Slick) and to review the entire air freight experiment.

Slick Airways said it would continue to operate as a certificated aircargo carrier as long as permitted to do so by CAB.

Flying Tiger had intended to concentrate on the leasing of aircraft and equipment and to do some contract flying. Slick already had agreed to become the first customer leasing three DC-6As, two of which were to be sold to Tiger by Slick, and five D-46s, as part of an expansion program it is expected to start.

CAB Approval

CAB has approved termination of the merger, the sale and leasing of aircraft and the withdrawal of Tiger's application to renew its certificate, Slick would have to give preferential consideration for a period of 18 months in recruiting employees to those Tiger personnel who lost their jobs because of latest developments. Also Flying Tiger would have had to, prior to Nov. 1, 1954, fix termination pay for its employees losing their jobs.

(Please Turn to Page 59)



Regular battery charging is important. Overworking or inadequate charging seriously limit the truck's power



Bearing lubrication should follow a regular schedule and lubricants of the proper grade should be used exclusively

Preventive Maintenance

MANY companies tend to overlook the importance of an effective preventive maintenance program for walkie-type industrial trucks, simply because the vehicles are so much smaller than the riding-type trucks. Such neglect often is disastrous, particularly to small firms.

Where one or more units of this type are responsible for all handling operations, downtime is a far more serious handicap than where such vehicles are used in conjunction with other handling equipment.

Walkies are not fragile. They are as rugged a type of rolling equipment as is manufactured. However, it should be remembered that such vehicles are small, and their ruggedness is limited by their size. They are able to stand an unusual amount of abuse if they are properly maintained. A walkie will stand up well over a long period, with a minimum amount of care.

All manufacturers of walkies offer suggestions covering the setting up of preventive maintenance programs with respect to inspection time-tables, lubrication points, wear and stress points, etc. Any sound maintenance program should be pegged around these rules, which are designed for a particular manufacturer's models.

Excessive Abuse

Often walkies take far more abuse than riding-types; and as already stated, they usually are not as well maintained. Abuse is excessive for several reasons. Large trucks usually demand trained, skillful operators; while the simple nature of the operation of walkies allows effective use by nearly everyone.

Not only does the greater number of unskilled personnel who operate walkies play havoc with the equipment because of a lack of operational training, but such personnel usually are not able to spot primary trouble signs. These signs, if caught in time, could prevent major equipment breakdown.

If a rule of thumb may be applied to the scheduling of inspection of walkies, once a month may be considered as average. Particular operating or climatic conditions may demand more frequent scheduling.

Additional general maintenance requirements may be divided into several general classes. Without question, the key to successful walkie operation is in the proper use of battery charging equipment and correct battery maintenance. Coupled with this is the education of operators to correct procedures.

It must be remembered that a battery in a walkie will run down just as fast as those used in riding-type trucks (approximately eight hours). Very often it is possible to trace failures with motors, switch contacts, etc., back to improper battery maintenance.

Motor brushes and the commutator should be checked at least once a month. Indications of a motor in good condition are a smooth commutator with a glossy, brown color. Nothing need be done to a motor found in this condition. If dirty, however, both the commutator and the brushes should be cleaned, making sure that the brushes are free to move in the brush holders. If the commutator is pitted, it can be an indication of worn brushes, brushes not free in holders, weak brush springs, overloaded motor, operation with discharged battery, loose connections, or dirty switch contacts.

By Robert Heiser
Manager of Sales and Service
The Moto-Truc Co., Cleveland, O.

Because of its size, the walkie industrial truck often is overlooked in setting up a preventive maintenance schedule—a neglect which leads to costly repairs and replacement

for Walkies

The main contactor should be checked occasionally to be sure all mounting and connecting screws are tight. The switch should be kept clean. The contact tips, which become pitted from operation, never should be cleaned or dressed with a file, as this will shorten their life. When tips are badly worn, a complete set of contacts should be installed. Renewing a single tip may prevent proper contact.

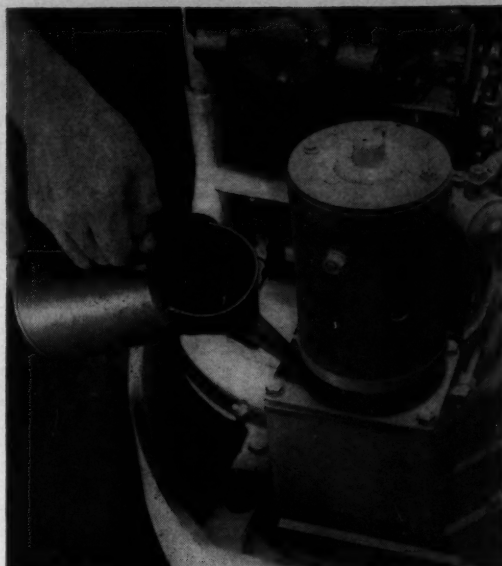
All walkies utilize hydraulic cylinders for their vertical lifting. In addition to specific failures, there is the general problem of cup wear or packing wear with accompanying leakage of oil requiring replacement. The first indication of such leakage is the appearance of oil on the outside of the cylinder or on surrounding areas.

Good housekeeping in a plant plays an important part in the general maintenance of rolling equipment of all types. This is especially true of walkies. Such foreign matter as chips, turnings and other sharp scrap can play havoc with truck tires as well as working parts.

Improper storage methods often can cause damage to a truck from falling loads, misplaced material, etc. Holes, ruts, and general poor flooring can cause excessive tire wear, undue strain to frames, etc.

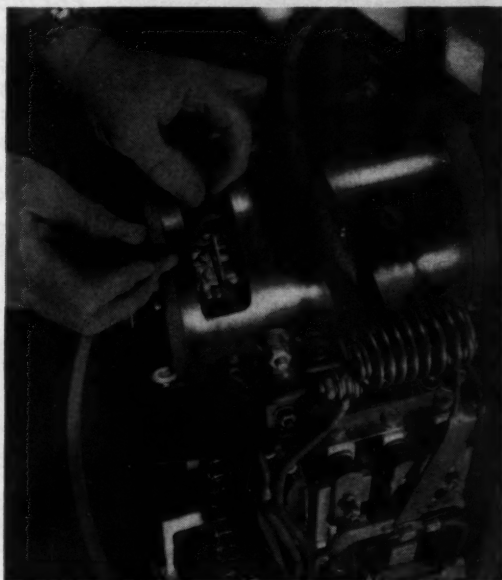
Attention to the rated capacity of a walkie is of vital importance in obtaining proper service from the vehicle. Strict attention to the load limits is important to prevent excessive motor wear, damage to wheels, oil leakage, and strain and possible breakdown to the frame itself.

While occasional overloading will not cause a breakdown, no truck is manufactured to carry overloads continually without serious mishap.



A check of the lifting system should be made at regular intervals to determine if oil is needed

Overheating, restricted power, and damaged commutators may result if brushes are dirty or worn



While manufacturers of walkies normally install overload devices (relief valves), to prevent such practices, some operators alter these units so that overloading may be carried on in spite of these protections.

A proper preventive maintenance program is vital for effective, economical use of walkie-type trucks. And in addition to obtaining the inherent capabilities engineered into such vehicles, such a program will aid in determining those parts which need be re-ordered more frequently and those which need not be stocked in large amounts. •



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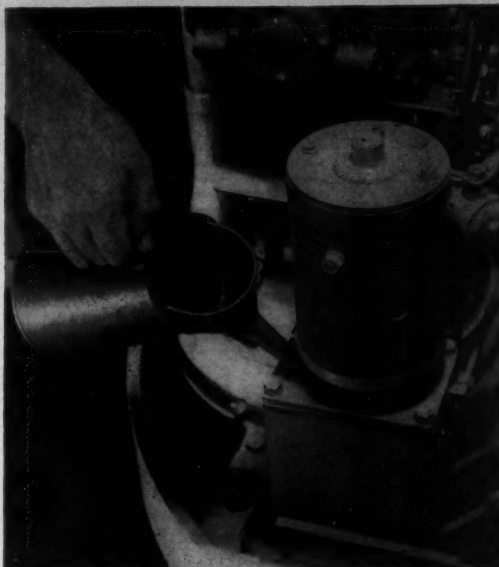
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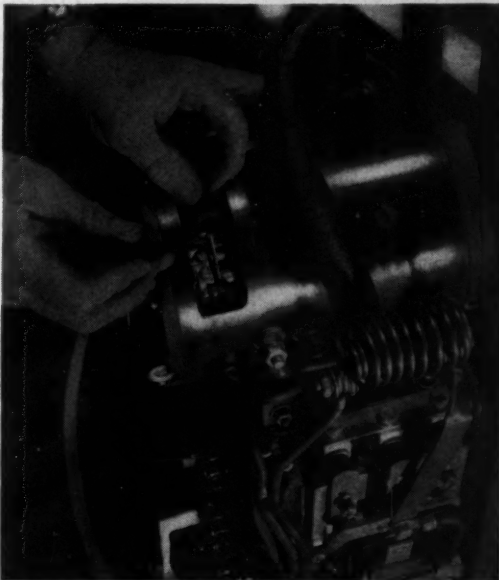
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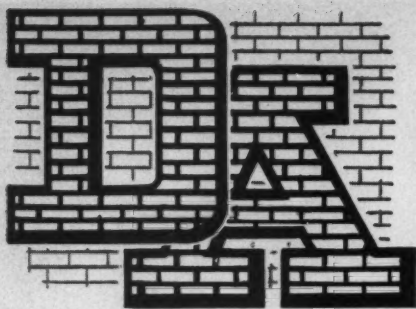
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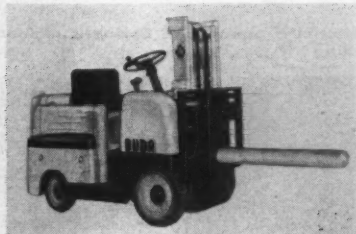


NEW PRODUCTS *and* EQUIPMENT

FOR FURTHER INFORMATION USE READERS' SERVICE

Ram Attachment

The Buda Co. has developed a new addition to their line of attachments for fork lift trucks.



This attachment simplifies the handling of coils and reels of wire, metal strapping, paper rolls, metal and clay pipe, or any similar product with a hollow center. It is available in standard lengths of 36 in. and 48 in. Special lengths also are available.

Circle 1 on Card Facing Page 49

5-Car Trailer

The Fruehauf Trailer Co. has just introduced a haulaway unit which will carry any five medium, or small-sized cars. The unit is



particularly adapted to areas where length laws permit overall lengths of 60 ft. The fifth car on the trailer is carried on a head ramp over the tractor, and permanent or temporary installation of

the ramp to the tractor is easily accomplished. The head ramp is supplied as a separate and complete unit.

Circle 2 on Card Facing Page 49

Portable Elevator

A 2,000-lb capacity, fork lift portable elevator, has been developed by Revolvator Co. It is moved manually, but derives its lifting power from two standard 6-volt, automotive-type storage batteries. The mast telescopes to



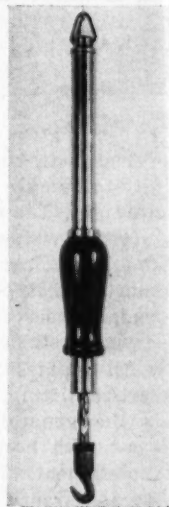
68 in., and the forks lift from a lowered height of 2 1/2 in. to 85 in. above the floor. The straddle base arm construction, designed to straddle a pallet 42 in. wide by 48 in. long, eliminates the necessity for counterweights. If requirements warrant the operation of an electric truck, the equipment can readily be converted.

Circle 3 on Card Facing Page 49

Wire Tie Twister

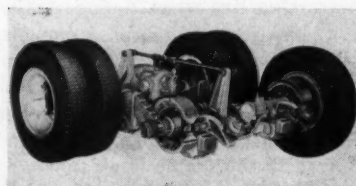
New "Rapidfire" wire tie twister, manufactured by Montgomery & Co., Inc., quickly ties paper, cloth, and plastic shipping bags as well as concrete reinforcing rods and bundled hardware items. Made of all-steel construction, chrome plated, the twister makes three full turns per pull. Metal loop for attaching tool to operator's belt, helps keep tool from getting lost when not in use. Wire ties are available in all gauges from 21 to 12 and 2 1/2 to 48 in. long. Material is specially annealed wire and available in coppered, solid copper, black, galvanized and lime bright.

Circle 4 on Card Facing Page 49

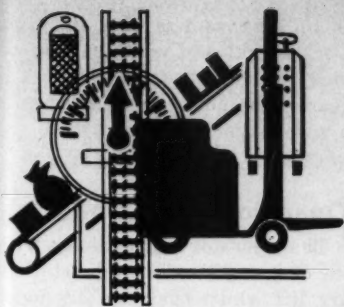


Pusher-Type Bogie

A new pusher-type balanced bogie has just been announced by



Mack Trucks, Inc., for use in 6-wheeled tractors. Specifically



CARD....PAGE 49

intended for use in connection with tandem-axled semitrailers, the new bogie permits payloads midway between those obtainable with 4-wheeled tractors, and those with 4-wheel-driven bogies. Also, it affords an increase of 7,000 lb net capacity over a single axle. Features include high-cambered inverted semi-elliptic springs, only two torque rods, a rubber-bushed trunnion, and rubber shock insulators. The new bogie, Model SWDR-49, is available at present only on Models B-60-ST, and B-61-ST, 6-wheeled tractors.

Circle 5 on Card Facing Page 49

Battery-Powered

Gould-National Batteries, Inc., recently announced the manufacture of an electrically-powered delivery street-truck. It has a

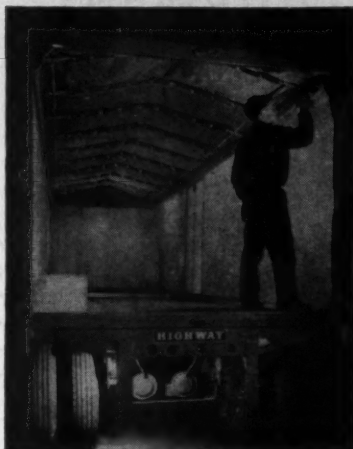


range of from 20 to 40 miles on stop-start delivery routes, at a running speed of 20 mph. A portable unit, which plugs into the truck, charges the batteries in eight hours. Special type bodies, from $\frac{3}{4}$ to 2 tons can be provided.

Circle 6 on Card Facing Page 49

Tarpaulin Hand Crank

The new tarpaulin hand crank, recently announced by the American Forge & Mfg. Co., permits one man to crank trailer tarpaulins to

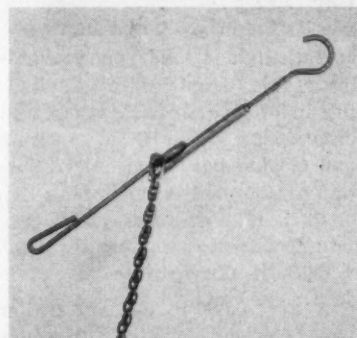


closed or open position. The mechanism consists of two troughs (or tracks) installed on each side of the trailer. The tarp is laced to sliding top-rails, which are connected by spring steel strips. A hand crank is located at the rear of the trailer.

Circle 7 on Card Facing Page 49

Conveyor Hook Unit

A new, shock-absorbing hook assembly for overhead conveyor-truck systems, using chain and hook stitches, has been developed by the Nutting Truck and Caster Co. The new unit contains a com-

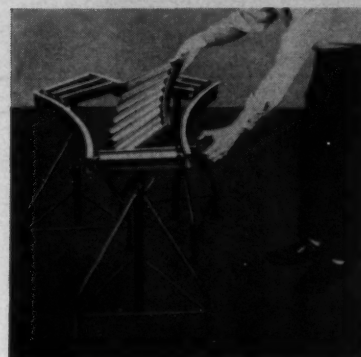


pression spring, which eliminates shock starts, and reduces weaving on turns, according to the manufacturer. The complete, all-steel assembly can be used on any tow-line truck designed for use with overhead conveyors, and can be substituted in place of the conventional hook assembly.

Circle 8 on Card Facing Page 49

"Y" Flipswitch

A new gravity roller "Y" Flip-switch for use with Speedways gravity wheel or roller conveyors is completely portable. Made with steel ball bearing rollers, the flip-

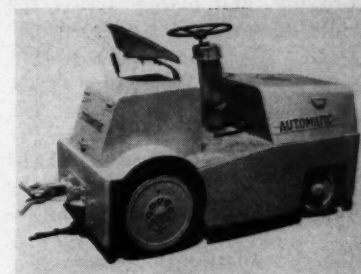


switch is two 45-deg curves in the form of a "Y." It can move material in either direction, left or right, by the simple flipping of a manual switch. It can easily be made to provide 90-deg turns.

Circle 9 on Card Facing Page 49

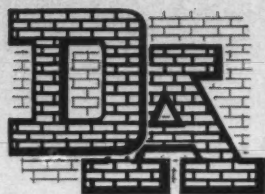
Gas-Electric Tractor

A new gas-powered industrial tractor with electric transmission, Model GLT, was recently announced by the Automatic Transportation Co. It is said the new unit combines the low maintenance costs and performance of electric tractors with the constant power source of a gasoline engine.



Control of the Continental F-162 engine and truck performance is by a conventional accelerator pedal. No gear shift is necessary. The reversing switch is interlocked with a voltage relay under the steering wheel. Overall length is 78 $\frac{1}{4}$ in. without coupler. Its grade under clearance is 5 in. and it can negotiate approximately 38 per cent grades.

Circle 10 on Card Facing Page 49
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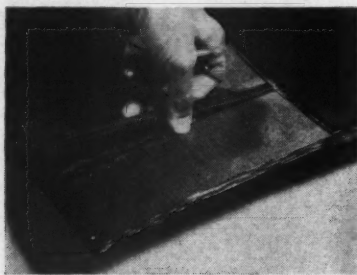


NEW PRODUCTS *and* EQUIPMENT

Continued from previous page

Reinforced Belting

Ribbons of high tensile steel wire, inserted at intervals up to 3 ft, feature a new type of rubber conveyor belt, developed by The

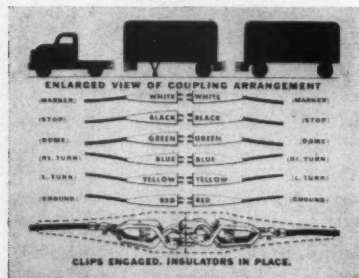


B. F. Goodrich Co. The wires act as barriers against rips which can occur in severe belt service. The new construction is available in a variety of belts, including all types of hot material conveyor belts. The wire ribbons are positioned beneath the first fabric or cord ply, and placed across the width of the belt.

Circle 11 on Card Facing Page 49

Light Hookup System

A new tractor-trailer light hookup system is offered by Mueller Electric Co. By using in-



dependent color-coded clips in place of each composite plug, leads are easily matched and correct connections made between

tractor and trailer. The insulators are then slid face to face, completely covering the connections. The same system is used to interconnect lead and rear trailers. Although the separate connections hang free, the spring-clip jaws are securely locked.

Circle 12 on Card Facing Page 49

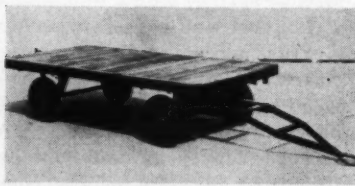
New Stitcher

The angle-arm stitcher, Model CAA-1244, has been recently designed by Diagraph-Bradley Inds., Inc., to place wire stitches parallel to the seam on any tubular package, giving more strength because stitches cannot pull out as easily. This new stitcher allows for putting staples vertically in a box when it is made up, preventing staples from locking or binding in or against each other, and eliminating difficulty of opening and closing box when only a portion of contents is removed.

Circle 13 on Card Facing Page 49

6,000-lb Capacity

A new 6,000-lb capacity trailer has been developed by Mercury



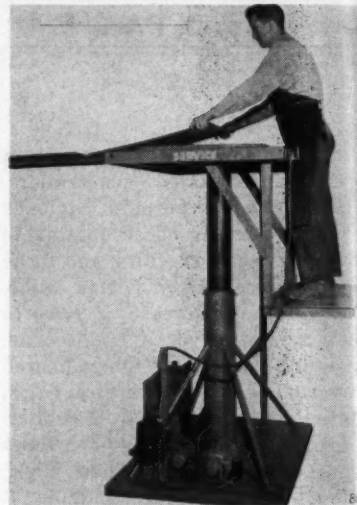
Mfg. Co. The trailer, Model A-660, has a deck size 48 in. wide, and

96 in. long, and is 21¼ in. high. Deck height and width can be varied to meet requirements. The rear of the new unit is fitted with a safety-type coupler.

Circle 14 on Card Facing Page 49

Operator Rides Along

The operator rides along with the deck on this electrohydraulic stationary lift which has been developed by Colson Corp. to feed sheets or

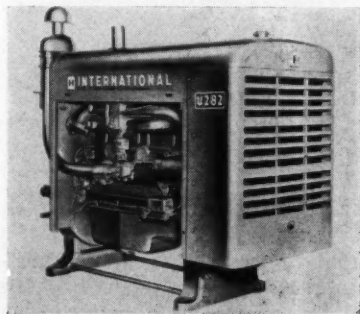


molds into varying levels. The unit illustrated has a capacity of 1,200 lb. Its platform is 36 in. wide by 48 in. long fitted with two 18-in. long rollers on the edge of one of the 48-in. sides. The lowered height of 40 in. from the floor and raised height of 70 in. gives the machine a travel of 30 in.

Circle 15 on Card Facing Page 49

Power Unit

A new carbureted engine and power unit, Model U-282, has been announced by International Har-



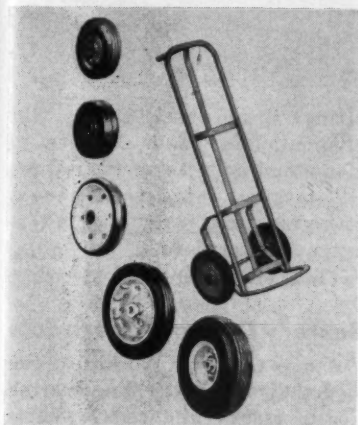
vester Co. The new unit will develop 66.3 net hp at 1,800 rpm to 75.5 net hp at 2,400 rpm. Maxi-

mum net torque is 204 lb-ft at 1,225 rpm. Equipped to burn gasoline, the unit will also be available with combination gas-gasoline and LPG attachments to meet requirements. Electric starting with distributor ignition is regular, however, a vertical magnet can be furnished.

Circle 16 on Card Facing Page 49

Hand Truck Line

The E. W. Buschman Co., announced that all models in its line of hand trucks are now available

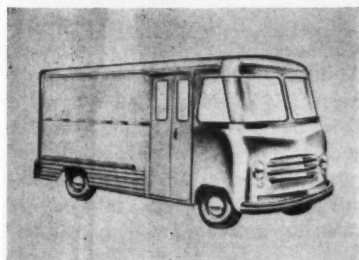


with a choice of six different wheel types and sizes to meet specific requirements. Three types of 66-in. diameter wheels are offered for transporting loads over even surfaces. Use of an 8 or 10-in. diameter wheel is recommended for uneven surfaces. An intermediate wheel, 8 in. in diameter, is also available. Models feature both single and double handles, with open or solid toes.

Circle 17 on Card Facing Page 49

Redesigned Body Line

A new, modern, redesigned line of delivery bodies has been introduced by the Herman Body Co.



The new unit is available in steel or aluminum construction, and

can be mounted on all standard forward control truck chassis. The bodies are offered in three basic sizes, with interior load space lengths of 8, 10, and 12 ft.

Circle 18 on Card Facing Page 49

Paper Shredder

A new type paper shredder has been presented by Van Dyke Industries. The shredder machines,

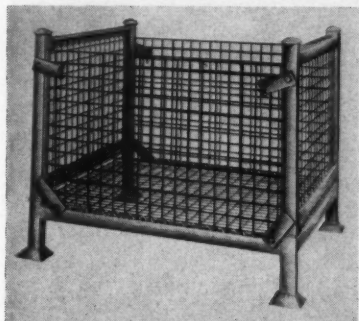


which operate at high speed, are made in three sizes, ranging from the small, portable model, to the heavy, commercial size. The new unit meets all safety regulations.

Circle 19 on Card Facing Page 49

Steel Shipping Box

A new, all-steel, folding pyramid box has been developed by the Paltier Corp. The unit design permits tiering when loaded; and when empty, the container folds

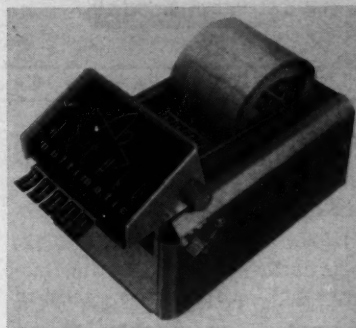


down to a compact unit which nests in an interlocking position to make a tier of eight. Each unit, which permits entry from all sides, stands 15 3/4 in. high, while tier of eight totals 87 1/2 in. Units can be tiered when open or knocked down. A clearance of 2 in. between containers permits them to be handled with fork trucks. All panels are replaceable. The container is offered in two standard sizes.

Circle 20 on Card Facing Page 49

Label Dispenser

The Archer Label Co. has developed a new automatic label dispenser. The dispenser feeds pressure-sensitive labels in multiples



or singly, and the only adjustment necessary is to position the trip mechanism. The unit has no extra controls, and is designed to handle all standard size labels, as well as label backing up to 5 1/2 in. wide. The machine weighs 12 1/2 lb, and is 13 in. long, 8 3/4 in. wide, and 7 1/2 in. high.

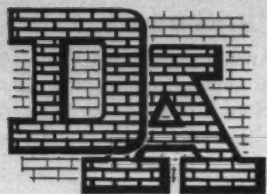
Circle 21 on Card Facing Page 49

New Extensible Tower

A new series of extensible personnel towers has been placed in production by Mobile Aerial Towers, Inc. These towers are designed to reach maximum platform height of 32 ft and 40 ft respectively. The units are designed for industrial inspection and maintenance, street-light cleaning and replacement, etc. Special heights and weight capacities are available within each series. The manufacturer states an advantage of the new units is the great flexibility in mounting, particularly on the industrial truck such as the fork lift variety. Features include booms of seamless steel tubing, hydraulic power system, enclosed hydraulic cylinders, and retractable outriggers.



Circle 22 on Card Facing Page 49
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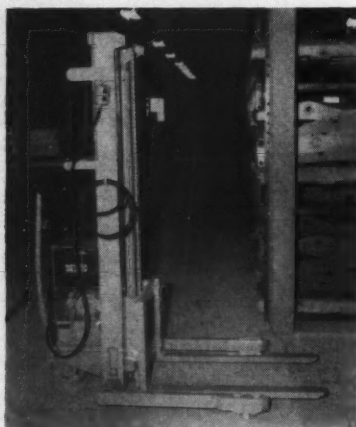


NEW PRODUCTS and EQUIPMENT

Continued from previous page

Pallet Stacker

A new pallet stacker, with a 12-volt, battery-operated lifting motor, and automatic built-in



charger, is offered by The Raymond Corp. Designed to lift and stack 2,000-lb pallet loads, the unit has adjustable base forks that will straddle all size pallets. Lifting forks also are adjustable in width, and can be furnished in lengths of 36 in. or 40 in.

Circle 23 on Card Facing Page 49

New Truck Crane

A new crane for trucks was recently introduced by Truck-Crane, Inc. The unit will lift up to 5,000



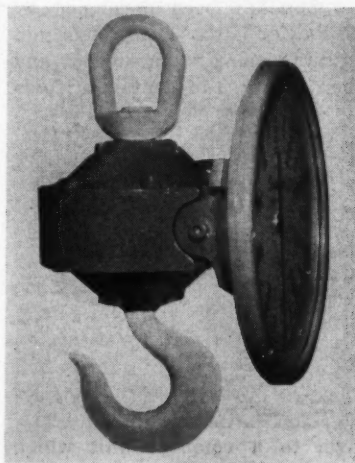
lb at one time, and spot it anywhere desired, within a 16-ft, 280-deg radius of the truck. The com-

plete unit takes up 18 in. of space behind the truck cab. The boom unloads on either side, front or rear. A one hand lever reverses, locks, or operates the winch at the speed desired. All power movements lock automatically when levers are released. Two models are available.

Circle 24 on Card Facing Page 49

Hydraulic Hook Scale

A new hydraulically operated hook scale that has a guaranteed accuracy of $\frac{1}{4}$ of 1 per cent of capacity at any point is being offered by Martin-Decker Corp. The new scale, Model SU-20, is avail-

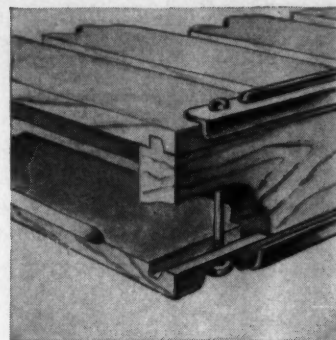


able in three capacities—5, 10, and 20,000 lb. Features include accuracy unaffected by temperature and fluid changes, low headroom loss and light weight. Gauge can be tilted up or down to any eye level. Full 360-deg calibration gives larger increments in smaller diameter. Pointer can safely travel an overload margin of 90 deg beyond the dial capacity.

Circle 25 on Card Facing Page 49

Nail-less Pallet

Introduction of a new type pallet has been announced by William S. Ahern Co. The new pallet features the use of pre-dried

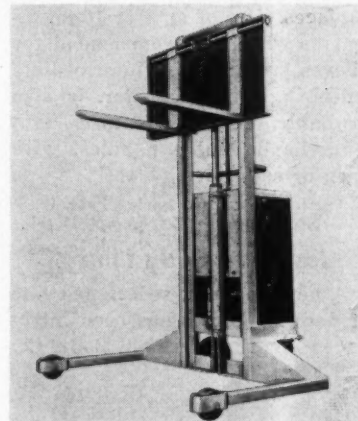


stringers and deck boards, the elimination of nails by use of clamp and bolt fasteners, and the anti-racking feature, wherein stringers and deck boards are tongue and grooved.

Circle 26 on Card Facing Page 49

Battery Operated Straddle

A new fork type Worklifter, designed by Economy Engineering Co. to stack palletized loads, is battery operated. Push button controls for the hydraulic works are located at the end of a 12-ft cord held by a Reelite take-up cable, for operation from spot most conve-



nient to operator. Raising and lowering is at 34 fpm, and the platform may be stopped in any position safely by releasing control button. Rated at 750 lb this Economy Worklifter will take overloads up to 50 per cent. An automatic by-pass at 1,200 lb, prevents excessive loading.

Circle 27 on Card Facing Page 49

Conveyor Rack

The Rapids-Standard Co., Inc., recently introduced a new conveyor rack handling device. Combining gravity wheel track, rack

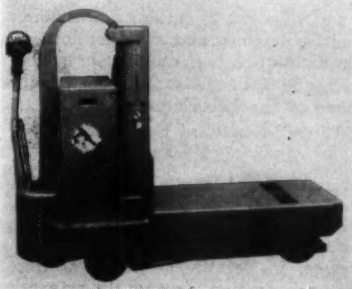


components, and gravity force, this new rack efficiently moves and stores materials. The unit is easily assembled or taken down, and is entirely portable. It is produced in any desired width or length, and is adaptable to the size, weight, and nature of any product.

Circle 28 on Card Facing Page 49

Low-Lift Walkie

Lewis-Shepard Products, Inc., announces a new line of heavy capacity low-lift walkie electric trucks, with capacities up to 16,000 lb. The trucks have an elec-



tro-hydraulic lift of 4 in. The electric brake can be released with the control handle in vertical position. Platform size is 48 in. long by 25 in. wide, with a lowered height of 11 in. on the large model. Width across casters at the front end of the truck is 32 in., and overall length is 84 in. The truck is capable of right-angle turning in aisles only 89 in. wide.

Circle 29 on Card Facing Page 49

Narrow-Aisle Operation

Increased operating efficiency in aisles as narrow as 6 ft, is a claimed feature of the new fork

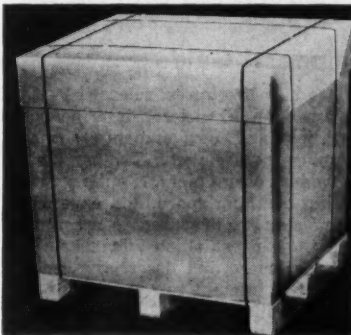


truck, Model RSAT-3, developed by The Yale & Towne Mfg. Co. Hydraulically operated, the forks slide forward 20 in. to provide 30 in. of effective length beyond the outrigger wheels. The new unit has a rated capacity of 2,500 lb at 15-in. load center, an 83-in. overall height, and a 126-in. maximum fork lift.

Circle 30 on Card Facing Page 49

New Shipping Container

Gaylord Container Corp. has developed this corrugated fibre container with both the inner and the outer bodies made of 700-lb test, double-wall board taped with 3-in., super-heavy, clay-filled cloth

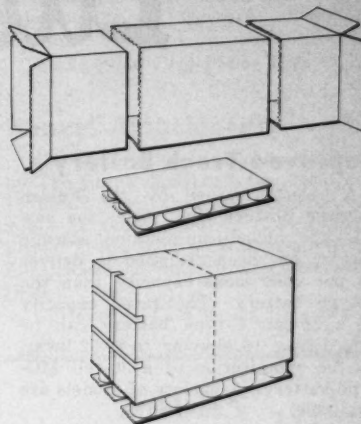


tape. Both lids are made of scuff-resistant, moisture-resistant 500-lb test, single-wall board. The lids are cut, scored and pre-stitched so that they may be shipped flat and ready for immediate assembly. When the box is filled and capped, it is steel strapped in two directions to an expendable wood skid.

Circle 31 on Card Facing Page 49

Pallet Vault

The Chippewa Paper Products Co., Inc., has announced a new, all-corrugated pallet vault. The new container permits loading,



closing, and final sealing all in one operation, and is dustproof, and water repellent. A new, lightweight pallet, designed for use with the vault, is constructed entirely of corrugated, and will support loads up to 5,000 lb. The new, storage-in-transit vault is available in two standard sizes, with capacities of 175 cu ft, and 275 cu ft. Each vault can carry 1,500 lb.

Circle 32 on Card Facing Page 49

Heavy-Duty Racks

Heavy-duty warehouse racks, with shelves 9 x 4 ft are now offered by Frick-Gallagher Mfg. Co. Each shelf carries loads up to two tons, and racks of two or three



shelves accommodate large-item storage to ceiling height. Racks are made of steel angle, reinforced at corners, and are available with skeleton, wood batten, or steel plate shelves to fit all requirements.

Circle 33 on Card Facing Page 49

FREE Literature

Improved Truck Battery

A release, issued by the Edison Storage Battery Div., states the new MC-type nickel-iron-alkaline storage battery has been designed to deliver 25 per cent more capacity than the C-type battery. The rated capacity of a 30-cell C-type battery can be raised from 16.20 kwhr, to 20.52 kwhr, by the substitution of a 30-cell MC-type battery. A variety of models are available.

Circle 40 on Card Facing Page 49

Shipping Containers

A complete line of packing and shipping boxes, including cases, trays, and pallet boxes, is presented in a new publication offered by the Rathborne, Hair and Ridgway Box Co. Available in a variety of models, these boxes are adaptable to any production assembly line.

Circle 41 on Card Facing Page 49

Partners in Progress

A new brochure, outlining the facilities, experience, sales service, and handling and storage methods prevalent throughout the operational network of the Associated Warehouses, Inc., now is available.

Circle 42 on Card Facing Page 49

Overhead Cranes

A new, 6-page bulletin, describing a complete new line of overhead bridge cranes, has been released by the Michigan Crane & Conveyor Corp. Covering single girder, double girder, and box girder cranes, the bulletin contains general specifications, and application data.

Circle 43 on Card Facing Page 49

Railroad Story

The Association of American Railroads, has published an illustrated booklet, designed to acquaint the public with a better understanding of some of the aspects of operational railroading. Descriptive literature takes the reader on an imaginative tour of the locomotive, control tower, material yard, etc.

Circle 44 on Card Facing Page 49

Handling Equipment

The Raymond Corp., has published a new catalog describing a complete line of hydraulic trucks, and equipment, including specifications. A wide range of models, and optional accessories are available, including many new products which have been added to the line.

Circle 45 on Card Facing Page 49

Handling Methods

The creation and development of more efficient materials handling methods, and lower costs, is the story inside the cover of a new, illustrated book, published by the Towmotor Corp. Models, equipment, and specifications also are included.

Circle 46 on Card Facing Page 49

Reefer Maintenance

A release, issued by the Fruehauf Trailer Co., contains several new suggestions, based on the experiences of operators of refrigerated trailers. These are suggestions based on actual field experience, and are presented in the interest of reefer operators.

Circle 47 on Card Facing Page 49

Shippers' Guide

Two new brochures, released by the Port of San Francisco, describe port facilities and development to meet shipping requirements. The port, with its modern cargo piers, 18-mile stretch of ship berthing space, and expansive wharf area, is prepared to accommodate the largest ships afloat. An illustrated map, and descriptive information, of interest to cotton shippers, also is available.

Circle 48 on Card Facing Page 49

Exhaust Control

A release, describing the development of a new muffler, designed to capture carbon particles from the exhaust stream, and eliminate the discharge of ignited solids in exhaust gases, has been published by The Yale & Towne Mfg. Co. This dry-type muffler can be installed on gas or diesel-powered trucks.

Circle 49 on Card Facing Page 49

Industrial Tractors

A bulletin, recently published, by the Barrett-Cravens Co., presents a complete line of industrial tractors, which now are available in four models, to meet a wide range of requirements.

Circle 50 on Card Facing Page 49

Procurement Plan

Lewis-Shepard Products, Inc., has announced, in booklet form, a new 6-way procurement plan. This comprehensive plan makes it possible to obtain industrial trucks of the L-S line on terms best suited to the individual customer's requirements.

Circle 51 on Card Facing Page 49

New Trolley Line

An entirely new line of ball bearing trolleys for overhead conveyors, is covered in a new, 20-page book, issued by the Link-Belt Co. The book describes many features, including specification data for the selection of new trolleys, or of replacement trolleys for existing installations.

Circle 52 on Card Facing Page 49

Traffic Library

Transportation Book Exchange, announces a new book service designed for use by transportation executives, personnel, and students. A catalog listing over 140 up-to-date traffic titles, plus additional information on the library service is available.

Circle 53 on Card Facing Page 49

Hydraulic Lifts

An illustrated catalog, describing models, designs, and specifications of manually-operated, and battery-operated hydraulic lifts, has been published by the Lee Engineering Co.

Circle 54 on Card Facing Page 49

Piggy-Back Service

An illustrated booklet, published by the Southern Pacific Railroad Co., describes, in detail, the line's trailer-flatcar operation, frequently referred to as "piggy-back" service.

Circle 55 on Card Facing Page 49

One-Story Warehouse

Delaware Valley Warehouse Co., offers a brochure on its new 202,000-sq ft, one-floor warehouse. This modern, fire-resistive, brick and concrete building has no limits on floorloads, and has ceilings up to 33 ft. Four rail sidings, with 25-car capacity, are included among the features of the new warehouse.

Circle 56 on Card Facing Page 49

Routing Guide

A new routing guide, containing up-to-date traffic information, and simplified instructions covering filing of claims and the expediting of shipments, has been issued by Adley Express Co.

Circle 57 on Card Facing Page 49

Conveyor Pulley

A new brochure, describing the features and advantages of the motorized head pulley has been published by the Yuba Mfg. Co. This 8-page sales and service manual lists specifications.

Circle 58 on Card Facing Page 49

In-Between Handling

Short distance hydraulic manipulation of materials too heavy for manual handling, yet not requiring heavy, power-driven equipment, is a new conception of materials handling, offered in a booklet presented by the Big Joe Mfg. Co.

Circle 59 on Card Facing Page 49

Shippers' Facilities

Modern facilities for freight operations are among the many features described in a brochure released by the Port of Los Angeles. A booklet describing the historical background, port information, and harbor activities, also is available.

Circle 60 on Card Facing Page 49

Case Studies

The Hyster Co., has prepared a list of case study brochures, covering the following: Lumber handling, textile mill, concrete construction, railroad, dairy products, bottling, and motor freight.

Circle 61 on Card Facing Page 49

Publications List

Association of American Railroads announced the release of a list of publications covering containers, packing, and closed carloading. The list, and publications contained therein, now are available.

Circle 62 on Card Facing Page 49

For prompt service, use the postage-free postcard provided here for your convenience in securing **FREE LITERATURE** and **NEW PRODUCTS** information described in this issue of **DISTRIBUTION AGE**. All material **FREE**, unless otherwise noted, as in the case of text books and some pamphlets.

Materials Storage

The Paltier Corp., offers two new brochures describing the complete line of materials storage equipment and accessories. Factors to be considered in selecting a system for materials storage are presented, for analysis and study, as well as descriptive literature on the new folding pyramid box.

Circle 63 on Card Facing Page 49

New Type Boxcar

An 8-page folder, describing the compartmentizer car, has been published by Pullman-Standard Car Mfg. Co. The cars are particularly adapted for case or crated loadings, and are designed to reduce damage, claims, and dunnage costs. Features include multiple divisions within the load.

Circle 64 on Card Facing Page 49

Modern Service

Pacific Northwest Warehouses, Inc., issued a new bulletin offering a policy of one service for all, and at all key distribution points. Pool car distribution, cartage, monthly inventories, and telephone-teletype service, are among the many features of this unit and complete service.

Circle 65 on Card Facing Page 49

Weight Indicator

W. C. Dillon & Co., Inc., has prepared a brochure on its portable weight indicator. Loads are checked on the spot the instant they are lifted. Precision accuracy, plus labor costs savings up to 22 per cent, are claimed by the manufacturer.

Circle 66 on Card Facing Page 49

Overpacking Shipments

Relative to overseas and domestic shipments, a newly-developed method, whereby compact, rectangular combinations of packages or domestic shipping cases can be made into a single packed unit by the proper utilization of scored and slotted corrugated board corner sections, plus tensional steel strapping, has been announced by the Signode Steel Strapping Co.

Circle 67 on Card Facing Page 49

Tight Ties

The Gerrard Steel Strapping Div., announces availability of a new catalog on its line of steel strapping equipment. The catalog illustrates and describes, in detail, the varied adaptability of Gerrard strapping equipment.

Circle 68 on Card Facing Page 49

Shovel Attachments

New descriptive literature offered by The Frank G. Hough Co., includes 16 attachments that are available to adapt to tractor-shovels. The entire line of seven sizes of tractor-shovels, for indoor and outdoor use, also are shown.

Circle 69 on Card Facing Page 49

BOOKS

Motor Carrier Act

An up-to-date edition of the Motor Carrier Act of 1935, as amended to Nov. 1, 1954, has been recently published. The new booklet, which covers a variety of subjects, includes not only Part II of the Interstate Commerce Act, but sections of Part I, which have been made a part of the Motor Carrier Act by reference. The edition carries a complete index of all subject matters by paragraph numbers. American Trucking Associations, Inc., 1424 Sixteenth St., N. W., Washington 6, D. C., \$2.50.

Marketing Analysis

A Comprehensive Analysis of sales of manual materials handling equipment, among numerous principal industry groups, is detailed in a recently published report. Industry groups cover a variety of subjects, including transportation and warehousing. The purpose of the market analysis, is to provide a complete story of the most productive area for sales of manual handling equipment. Caster & Floor Truck Manufacturers Assn., 27 East Monroe St., Chicago 3, Ill., \$100.

Traffic Troubles

A new booklet, entitled, *How to Get the Most Out of Our Streets*, deals with a major problem of America's cities—overcrowded streets. The publication, jointly developed by the Transportation and Communication Dept. of the Chamber of Commerce of the U. S., and the Automotive Safety Foundation, outlines techniques suggested to effectively combat the traffic problems. Chamber of Commerce of the U. S., 1615 H St., N. W., Washington 6, D. C., \$1.

Package Standardization Cuts Costs 25 Per Cent

Standardization and simplification in packaging glass meter covers effects 25 per cent saving in initial costs and time

A REVISED packaging program has enabled Gillinder Brothers, Port Jervis, N. Y., to reduce packing time 25 per cent, save 25 per cent in initial packing costs, and cut damage claims to less than 1 per cent.

The firm's time studies revealed that packing 22 different sizes of glass meter covers for shipment was a costly, time-consuming operation. Since some packages receive handling at five different transfer points, adequate protection for these fragile items posed an additional problem.

Package engineers consulted

slotted corrugated boxes with unique interior packing pieces. The packing pieces are of octagonal shape, and are easily slipped over the covers manually as they move along a conveyor line.

The immediate result was a saving in initial packing costs, packing time, and a reduction in damage claims. In addition, reductions in box inventory were accomplished.

A considerable saving in reduction of warehouse space needed for storing boxes was realized when the number of box sizes being used was reduced from 24 to 6.

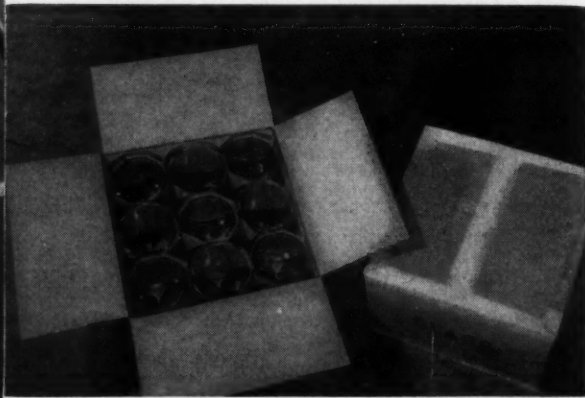
With these new packaging methods, 18 meter covers now can be shipped in each corrugated box. Previously only six to eight covers, depending upon the size, could be packed successfully in each master unit.

In the company's packing department, the meter covers travel on a conveyor belt in groups of 36 units. Corrugated sleeves are slipped over the individual covers to provide cushioned protection and minimize breakage. Eighteen glass meter covers are then placed in a regular slotted box for shipment. •



Left: Covers with protective liners are packed in master unit. Divider sheet separates 18 covers in corrugated box

Below: Packed box is ready for sealing. Note that the covers are packed one up and one down to protect flanges



Automation's End . . .

(Continued from Page 27)

adjoining plant by three bridges which provide convenient means of transporting materials between the two buildings.

Maximum loading capacity into trucks using the 28 available bays is 45,000 cartons per 8-hour shift. In addition, railroad facilities permit loading or unloading 28 cars simultaneously, and handling capacity is estimated at 84,000 cases per 28-car switch.

Materials Handling

The powdered soaps and synthetic detergents system receives intermingled cartons of the various products from production, automatically sorts them, shunts them onto individual feeder lines, and delivers them—if desired—to the first floor of the warehouse.

Handling throughout the system is entirely by automatic equipment. Some 4,750 ft of 18-in. roller and belt conveyor, automatic switching devices, electric sorting eyes, automatic pallet loaders, pallet elevators, and fork trucks are the system's basic components.

Powdered products enter the second floor of the warehouse by way of conveyORIZED bridges between buildings. These conveyors merge into a single line, where cartons are indiscriminately mixed. This line carries the cartons to a centralized location, where they are sorted, palletized, and stored.

Cartons to be shipped immediately are shunted to a by-pass conveyor and chuted to the shipping dock on the first floor. The remainder of the cartons go into inventory through the automatic sorting, palletizing, and vertical transfer equipment.

Automatic Sorting

Cartons destined for warehousing are separated into six product groups by automatic sorting devices. A series of six electric eyes were installed along the main conveyor line. Each eye is set to respond to the position of a mark on the side of the carton. Product type is identified by a stripe printed a specific distance from the end of the carton.

The inked strip absorbs light, causing a drop in reflectance as the stripe moves past a light beam. As the carton approaches the electric eye it trips a microswitch, which causes the eye to begin a scanning cycle. Each of the six eyes is set to respond to a different time interval at which the density of reflected light will drop.

If the light density drops within the eye's sensitive interval, the eye actuates the switching device which

shunts the carton from the main onto a spur.

Cartons pass successively through the electric eyes until the mark on the carton corresponds to the eye setting. This system was designed by Lamson Corp., in cooperation with Lever engineers using commercially available components.

Occasionally, because of variations in the reflectance of the carton surface or other factors, a carton will pass the proper switch-off point. The carton ends up on a dead-end conveyor where it is recovered at a later time. This dead-end conveyor also provides an alternative method of unloading the cartons by hand whenever it is necessary to bypass the automatic sorting and palletizing equipment.

Switching Device

A set of five, closely spaced V-belts installed between the conveyor rolls comprise the switching unit which transfers cartons from the main line to a spur line. The belts are installed at right angles to the direction of travel.

When the proper electric eye is triggered, the set of belts rises from its normal position below roller level. The rising belt moves the carton laterally and deposits it on the correct spur, as shown in Fig. 2. The belts automatically retract before the next carton approaches. A separate set of belts serves each of the six spurs.

Automatic Palletization

The six lines (Fig. 3) that branch from the main conveyor are accumulator lines that feed an automatic pallet loader. The loader stacks individual cartons according to a prede-

Mobile Flour Bin



This mobile flour bin delivers bulk flour through a hose to bakeries at a rate of 800 lb per min. Compressed air is forced into the bulk flour through air slides located on the bottom of the trailer. This fluidizes the flour, and it is forced through the flexible rubber hose into a conveyor leading to the storage bins

terminated pattern onto a pallet (Figs. 4 and 5).

A scanning device built into the controls successively scans each of the six accumulator lines to determine which of them has accumulated enough cartons to make up a load. The scanning device automatically switches an electronic cartridge in the loader to perform the proper sequence of operations to stack the cartons.

Because the same size carton is used to package several different products, three different stacking patterns are sufficient to handle the variety of products on the six feeder lines. A 42-x48-in., two-way, double-face, solid-deck pallet has been adopted as standard.

Powder Product Storage

As soon as the automatic loader completes a cycle, it lowers the loaded pallet onto a run of power roller conveyors. If the load is to be stored on the same (second) floor, the loaded pallet is picked off the conveyor by a fork truck (as shown on the cover) and taken to the proper storage area.

As the fork truck approaches the moving conveyor, it interrupts a light beam, which causes the power to shut off temporarily until the truck has picked up the pallet and moved out of the beam.

If the loaded pallet is destined for the lower floor, the conveyor moves it into a Lowerator (Fig. 6) which, as soon as the pallet is in position, automatically descends to the floor below. There the pallet is automatically discharged onto a length of roller conveyor where it is picked up for storage (or shipment) by a lift truck.

Soap and Shortening

Two lines, one for cartons of three-pound cans of shortening, the other for cartons of one-pound cans, feed the automatic pallet loader. As either accumulating line becomes filled, the loader will accept cartons from that line, adapting its stacking pattern for the particular size of carton involved. Storage facilities for the edible products are on the same floor as the palletizing operation, so that all pallet loads are removed by lift truck.

Hard bar soaps also are handled by conveyor. They travel on a single conveyor that runs parallel to the system that transports the powdered products. Bar soaps are electronically sorted at any or all of three locations in the warehouse where the cartons are then palletized.

Vertical transportation for lowering loaded pallets to the shipping floor and returning empty pallets and other storage materials to the upper floors is provided at various locations in the warehouse by a total of five Lowerators plus three freight elevators. *

(Resume Reading on Page 28)

Traffic and Transportation . . .

(Continued from Page 25)

out first consulting the Distribution Division to determine the effect of intermediate storage on production costs.

Importance of Communications

Integration with other divisions of your company cannot exist without communications. In this age of specialization, to deny communications to a specialist—a materials handling engineer, if you please—effectively limits his productivity.

In our Distribution Division, department heads meet once a week with the general manager to discuss all problems, including the results of their previous week's work and plans for the ensuing week. If the proposition planned involves avenues of responsibilities in other divisions of the company, a meeting is scheduled, attended by the general manager of each division and his specialist.

If for any reason either manager feels the meeting has not served the company's best interests, and the matter is of sufficient scope, he has the privilege of bringing the subject before a monthly management committee meeting, comprised of the top officers of the company. The committee includes the president, executive vice president, vice presidents and the general managers of each division. This group is responsible for determining all major company policies.

You doubtless are familiar with the old practice of receiving knocked-down cartons, tied with twine, in bundles of 25 or 50, requiring cumbersome handling, and involving substantial damage. The day of tied bundles of knocked-down cases is fast disappearing.

The supplier now collaborates with the user and prepares packing materials and sundry raws in unitized loads, which protects them in transit and sharply reduces the labor involved in moving the goods from the transportation conveyance to the point of use.

We collaborate with our suppliers through our purchasing department, in determining the number of units in a unitized load, giving full consideration to space limitations and hourly requirements of the production line to avoid, in most instances, intermediate handling, and permit movement direct to production line.

This usually results in two considerations—the area available at point of use, or if limited area and access are not a factor, we select the largest practical unit size, giving due consideration to worker fatigue in handling. For example, it is our opinion that a unitized load requiring an employee to

reach above 6 ft, or bending to within 18 in. of the floor, will result in undue fatigue and overall reduction in efficiency.

Line Layout

It is therefore apparent that perfect materials handling methods begin with the design of the production line—the providing of floor loads of sufficient capacity; columns of proper spacing; aisles of adequate width; and floor space requirements at points of use on production line to conform to the size of the unitized loads of packing materials and sundry raws, in direct ratio to their use, to enable the fullest possible use of mechanized equipment.

Our new Hammond Warehouse is a good example of carrying automation through to the eventual shipping platform. (See "Automations End Result—21 Cases A Minute," Page 26.) All goods move from the case sealer, by means of two common conveyors, directly into the storage warehouse.

In a field such as ours, where production precedes actual sales, the full use of automation becomes more desirable but more difficult; as sales fluctuate considerably due to our own promotional activities and those of our competitors. It would be impossible to vary production to meet fluctuating sales; therefore, our warehouses must take up the differential between level production and variable sales.

Hence, we have committed ourselves to a program of expanding storage facilities at plant sites, to eliminate the costly rehandling in moving goods to intermediate storage points prior to their need in the trade. This has substantially reduced costly intermediate movement by transportation carriers.

Automation and Transportation

The effects of automation and new materials handling methods on transportation have been tremendous. The carrier—prepared to give split-second timing, and who will provide proper equipment to handle inbound materials, and to move goods efficiently to the customer—has reaped a justified harvest.

The expanded use of fork trucks in industry has created the need for railroad cars with larger doors and with damage-free loading devices.

While encouraging steps have been taken by a few aggressive railroads in providing suitable equipment for unitized loads, the lighter loadings resulting from such unitized loads have worked against the railroads'

best interests; as the shipper is unable to make minimum weight requirements because of his inability to utilize the full cube of the car.

The handicaps confronting the shipper of unitized loads in securing an economic return of pallets, and his inability to find a satisfactory and economical disposable pallet, have had the effect of driving railroad tonnage to competitive forms of transportation.

The traffic manager of today cannot consider the unit cost of transportation between point of origin and destination without considering his handling cost to utilize that carrier, as well as the effect of the means of transportation on the cost of unloading to his customer. When evaluating handling costs, it is entirely possible for us to use a higher rated form of transportation and still achieve a lower overall cost to the company.

Loss and Damage

Our experience reveals that damage claims via highway carrier are substantially below movement by rail. However, the incident of shortage tends to increase on movements by highway carrier.

This is understandable, as frequently highway movement involves handling by a third party—the common carrier employees; whereas, shipment by rail—under shipper's load and count—is limited to handling by shipper and receiver.

The proper evaluation of this factor is important in the determination of the overall desirability of one form of transport versus another.

On many occasions, to level out shipping loads, we have taken advantage of legalized, circuitous routes to, in effect, utilize the freight car as a storage facility.

There are on record many instances where a manufacturing process, such as aging or curing, can occur while enroute. In fact, some manufacturers have used the shipping conveyance between origin and destination as a means of agitating the product to secure proper consistency when delivered at shelf level.

Another future possibility in rail transportation arises as a result of the so-called "piggy-back service." If the rail carriers will provide equipment to a motor carrier to convey his trailer to destination (a perfect example of unitized load) at a flat cost per unit carrying, why should they not provide special equipment for a shipper for his use to load his commodities in a true unitized manner to their destinations, at a flat rate per conveyance?

Is it inconceivable that some day in the future this procedure may be applied to the common box car, with the railroad operating under limited common carrier obligation?

Modern-day water transportation has made tremendous strides to maintain its competitive position in the transportation field. The automatic loading devices now in use aboard vessels have reduced the turn-around time to remarkably low levels. Had this automatic materials handling equipment not been provided, the labor costs at the docks would long ago have put the water carriers out of business.

At one time, canners hesitated to use intercoastal transportation because of condensation when moving from cold to temperate waters, which resulted in rusty cans. Nowadays, one can ship in full confidence with air-conditioning facilities provided by these carriers.

We are only beginning to enter an era of materials handling and automation which will enable industry, under our American free enterprise system—through more efficient use of manpower—to further increase the standard of living enjoyed by our citizens. The speed and the degree to which this is accomplished rests with the industrial executives, and the open-mindedness they give to the field of materials handling.

For the last four decades, no expense has been spared to improve sales and production methods, but little thought has been given to distribution. I refer to all those expenses incurred after the product is produced, until such time as it is delivered to the customer.

On the other hand, the degree and the speed with which management accepts the part that materials handling and distribution can play in the final profits of the company depends upon the ability of the party responsible for these functions. It is his obligation to be fully informed on matters not only concerning his immediate responsibilities, but to understand the effect of his operations on other departments of the company; and, further, to have the ability to accurately and simply portray to his management the benefits of his recommendations and their relationship to the overall company operation.

A recent article published by the Chesapeake & Ohio Railroad, describing the traffic manager, very aptly stated the difference between a shipping clerk and a traffic manager; which I feel can be appropriately applied to a warehouseman, a materials handling engineer, or any other position of responsibility.

"A good shipping clerk does everything just the way it is supposed to be done. The man who is capable of developing into an effective traffic manager adds to competence—the yeast of imagination. He is not satisfied merely to do things right—he is always seeking a better way." •

(Resume Reading on Page 26)

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... Speeds Distribution

(Continued from Page 29)

and in the smaller buildings 25x40 ft. Platforms in the larger buildings are 15 ft wide, and half of that in the smaller buildings. All platforms are truck-bed height, and covered with marquees. The 64 units are occupied by 30 firms.

At the rear of the dealers' buildings a 42x360-ft shed with 72 10-ft stalls is available for rental to local farmers. The farmers' shed was constructed to simplify buying and shipping of mixed carloads and truck loads.

The buildings and paved area occupy 32 acres of a 53-acre site five miles west of downtown Jacksonville. The Southern Railway's main tracks run only a short distance from the property.

Transportation Facilities

Transportation facilities for both rail and truck shipments were a prime requisite in the selection of a site. Four spur tracks from the Southern serve the two main buildings. Refrigerator cars can be quickly switched to the rear doors of the four principal operators. An icing plant

for cars and trucks is a feature of the installation.

For truck transportation the market is equally well situated. Truck Route 17, principal north-south artery, passes the front gate and is part of the new Jacksonville Expressway system which will carry north-south truck traffic around the city. U.S. Highway 1-23 extending to south Florida and through Georgia is within a few hundred feet of the property.

The advantage of such a location for produce truckers already has been shown by the fact that buyers and sellers are coming from greater distances from Jacksonville than in the recent past. The market was designed to serve an area of 4,500,000 persons in Florida, Georgia and South Carolina. During the short time the market has been in operation truck shipments of potatoes and onions have come from New York State, celery from Michigan and other produce from as far as Canada and California.

Rail shipments are received from all sections of the United States. About 85 per cent of the produce handled in the Jacksonville area now is

passing through this market. During the summer 65 to 70 per cent of incoming shipments were received by rail, the remainder by truck. Truck shipments will go higher during the mid-winter vegetable growing season in south Florida. The present capacity of the market is about 6,000 carloads (or the truck equivalent) a year.

Handling equipment and cold storage capacity have been provided by each tenant according to its own specialty. Cooling capacity for about 100 carloads, totaling 21,600 sq ft, has been installed by the four larger operators, each having five boxes 25x32 ft and four boxes 15x25 ft.

Although hand-operated trucks are used to a large extent for loading and unloading, N. Chepenik & Sons have saved time and labor by the use of a portable aluminum conveyor, which extends to a length of 46 ft and transfers incoming produce into the cold rooms. Spoilage losses from rough handling have also been reduced.

A portable escalator, which can be placed in either a flat or inclined position, also has served to speed handling. It has been particularly useful in storing merchandise on a mezzanine balcony which the 22-ft ceilings in larger buildings make possible. •

(Resume reading on Page 30)

8,000,000 CUSTOMERS ARE WAITING

Ship your goods where they can be SOLD

Metropolitan Los Angeles is growing and going places... Greater Los Angeles is the "most rapidly expanding area on earth"... Port of Los Angeles is your ocean gateway to the "most diversified economic region in the United States"...

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BOARD OF HARBOR COMMISSIONERS • ROOM 1300 • CITY HALL • LOS ANGELES 12, CALIFORNIA

ASTT Elects . . .

(Continued from Page 35)

try outlined by Flemming involves fast write-off permits. He said such permits had been issued on \$62 million worth of freight cars.

The Atomic Age

At the afternoon session Richard L. Bowditch, chairman of the Board, Chamber of Commerce of the United States, spoke on "Transportation in an Atomic Age."

Bowditch predicted that, keeping pace with rising living standards, intercity freight traffic by 1975 will pass the two trillion ton-mile mark, or almost double the present figure.

Basing his views of transportation in "the atomic age" of 1975 primarily on economic studies made two years ago by the President's Materials Policy Commission, the chamber official saw the railroads remaining the nation's largest freight carrier, handling about 800 billion ton-miles of traffic, or 40 per cent of the total.

Trucks, benefiting from tremendous road-building programs, will haul about 600 billion ton-miles or 30 per cent of the total, he added.

Water carriers and pipelines will each move around 300 billion ton-miles of traffic to account for most of the remaining 30 per cent, Bowditch continued, with airlines handling some one billion ton-miles, or less than one per cent of the estimated freight total.

Discussing the role of government in such transportation progress, Bowditch said, "The most important thing to re-examine over the next 20 years will be the regulation of rates." He expressed the possibility that the public by that time "will be willing to accept complete repeal of present rate regulation, asking only for government protection for safety purposes and to assure adequate service."

(Resume Reading on Page 36)

New Brewery Fleet



Part of the fleet of new 40-ft van trailers is lined up for loading at Anheuser-Bush's new Los Angeles plant. Eagle Express, a recently organized subsidiary of Azusa Transfer Co., will operate the trucks, distributing California-brewed Budweiser Beer throughout the state



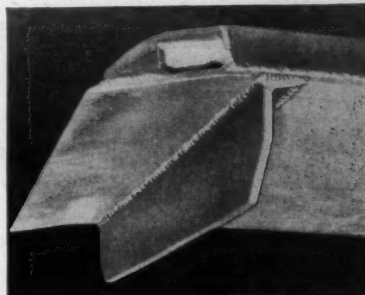
Look underneath — you can see why Magcoa truck Dockboards perform better . . . last longer!

Here's another Magcoa feature that insures better performance and longer Dockboard life on your truck dock: the Magcoa 7½-inch safety angle. It fits snug and secure in the narrow gap which results when you back into the dock and set your brakes. No need to move truck or trailer a second time to get a slip-proof fit.

And, regardless of rough duty and abuse the Magcoa safety angle holds up; doesn't crush, doesn't break. Spindly channel sections and other fragile locking devices can't take this kind of rough treatment.

The Magcoa 7½-inch safety angle is dramatic visible evidence of why Magcoa truck Dockboards perform better, last longer.

The whole story is told in a new bulletin, "Look Into And Under Magcoa Dockboards." Use the handy coupon to get your free copy.



LOOK UNDERNEATH!

The terrific thrust of backing semi-trailers and high speed lift trucks doesn't bother this rugged ⅝" x 7½" Magcoa safety angle. Notice that it extends the full width of the Dockboard and is welded on all four sides—in this case, 124 inches of continuous precision welding.

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For your free copy of "Look Into And Under Magcoa Dockboards" . . . clip this coupon to your business letterhead, print your name clearly, and mail today to Magnesium Company of America, Materials Handling Division, East Chicago 3, Indiana.

... Boosts Grocery Tonnage

(Continued from Page 38)

proper item in its assigned storage area. This problem is solved by checkerboarding the entire storage area. Supervisors, with the responsibility of being able to specify the proper area for any item, can pinpoint the destination of a trailer-train and so instruct the tractor operator, by referring quickly to a reference chart and giving the tractor operator a code designation of a color, a number and a letter.

After operating only a few weeks, the checkerboarding became so familiar to tractor operators that the pin-pointed destination area for any product rarely required instructions or reference to a chart.

Fork Truck Transfer

Upon reaching the proper storage area, the 30-in. wide trailer-train is parked and a fork truck quickly unloads the pallets. The job of unloading and stacking more than 40,000 palletized cases of food each day is assigned to a fleet of 11 2,000-lb capacity Mercury Jeep trucks in two lifting sizes.

The 68-in. high trucks—with maximum lift of 100-in.—are used to un-

load truck and railroad freight cars where low-overhead clearance is required. Their lifting capacity satisfies all but the highest stacking requirements.

Where highest stacking is required in the bulk storage areas to utilize fully the 18 ft of available air space, high-lift fork trucks are used, taking advantage of their 150-in. maximum lift.

Checkerboarding of the warehouse to pin-point any item has proved advantageous in avoiding temporary stock shortages which would bottleneck order selection operations.

When a shortage appears imminent, the supervisor calls out the item and location. Loud-speakers, with sensitive microphones built in, are spotted over the entire warehouse. These units pick up the supervisor's message and transmit it to a central operator. The operator then announces the item nearing shortage, and its storage location, over the entire warehouse speaker system. The fork truck operator servicing this particular item, immediately checks with the incoming truck dock to pick up the item

and transfer pallet loads of it to the proper storage spot.

Order Selection

To maintain maximum output in the order selecting phase of operations, fatigue resulting from the physical effort involved in manhandling was eliminated by selecting 20 specially adapted hydro-electric tractors, each with 500-lb maximum draw-bar-pull, as prime movers for trailer trains. These rider-type electric tractors haul up to four 30 x 900-in. trailers.

This system has proved itself by the present production average of more than 2 pieces per minute, as compared with the national warehouse average of 1.5 pieces per minute.

Preplanning Orders

Before orders are transmitted to order selection, the components of each order are considered in terms of size, weight and location of stock. The written order, as given to the order selector, is carefully formulated.

The total order will not exceed four trailer loads. The size, weight and number of packages are considered and specified in a sequence which lends itself readily to stable palletizing. Also, the order lists items in a sequence permitting the selector to follow a specific route through rack

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and a
Happy New Year
from**

The Gerstenslager Co.

of Wooster, Ohio

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in custom-built vans"*

THE FASTEST, EASIEST WAY TO ADDRESS YOUR CONTAINERS



Pictured here is the WEBER DIRECT-TO-CONTAINER SYSTEM. The cartons have been pre-printed with a label frame. Consignee's address is printed inside the frames with a WEBER RJ-1 hand printer at the rate of 40 to 50 cartons per minute. Eliminates labels. Faster, neater than brush stenciling. The RJ-1 prints from stencil easily prepared on typewriter. Reservoir holds enough ink for 7,500 to 10,000 prints. Can be supplied with one or two counters for quantity check.

MODEL RJ-1 \$14.50 WITH SUPPLIES.

SEND FOR FOLDER ON THE RJ-1 HAND PRINTER AND DIRECT-TO-CONTAINER SYSTEM

Weber Label and Marking Systems.
Div.—Weber Addressing Machine Co., Dept. DA-12 Mt. Prospect, Ill.

another **Weber** system

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Circle No. 115 on Card, facing Page 49, for more information

and bulk storage areas without any retracing of steps. Items ordered in pallet load quantities are noted and fork trucks assigned to load these items on the trailers.

Checking Booth

The actual written order is given the selector at the checking booth when he reports in with his empty tractor-trailer train. At this time the supervisor also notifies one of the fork trucks serving the order selection section, of any pallet loads which must be placed on this particular train.

The hydro-electric tractors permit speeds up to 3 mph. To permit operators to select individual items from middle and upper shelves of the rack area (6 and 12 ft high), the tractors are fitted with 8-ft high aluminum ladders.

With these 20 prime movers and hundreds of trailers, the 30 men acting as order selectors, deliver some 3 million pounds of goods to the shipping area during the 11 hour shift.

After an order has been picked, the prime movers deliver the train to the loading area where the order is checked by a two-man team. Checking requires only a physical count because there are no back orders.

Production Rate

The modern methods and equipment, combined with proper plant layout produce a selectors' production rate 33 per cent higher than the national average. Wolf officials expect further refinements in materials handling methods and plant layout will more than double the present rate of two pieces picked per minute, without additional effort.

At the outgoing truck loading dock, up to 24 18-ton capacity trailers are loaded by low-mast trucks. After inspectors once again check each trailer-train against the written order—and restack any pallet loads which appear unstable—fork trucks move in, lift a pallet load from the trailer and place it in position in the 72-in. high enclosed highway truck body.

Approximately 80 per cent of each truck load is placed by fork trucks. The remaining 20 per cent consists of fragile goods and odds-and-ends piled on top of the pallet loads to utilize every available cubic inch of truck space. Every day, 70 to 80 truck loads leave the dock.

Maintenance of the large fleet of handling equipment requires a battery charging room and, adjacent to it, a maintenance shop. The charging equipment includes, for rider-type equipment; two 5-circuit chargers; two 2-circuit chargers; and one 1-circuit charger. In addition, there are five 4-circuit chargers for the electric tractors used in the order selection departments. •

(Resume Reading on Page 39)

DECEMBER, 1954



WISCONSIN HEAVY-DUTY Air-Cooled ENGINES

In 1953 a leading Design trade magazine conducted a survey among 1902 manufacturing plants on the use of Internal Combustion Engines of less than 60 hp., as power components in equipment made for resale.

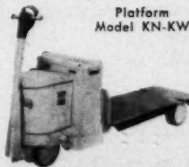
Projected returns from 42.6% of plants contacted showed an estimated 678 plants using engines in the stated category, representing total engine purchases of 2,727,216.

Answering the question: "Who makes the Internal Combustion Engines you Use?"... Wisconsin Motor Corporation received 132 mentions, as against 105 for the second place builder, 56 for No. 3, 51 for No. 4—in a list of 41 classified engine manufacturers.

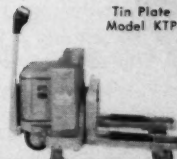
This outstanding preference for Wisconsin Heavy-Duty Air-Cooled Engines (although limited to a power range of 3 to 36 hp. in a broad survey classification including ALL engines below 60 hp.) provides tangible evidence that "WISCONSIN" rates first among men who know engines best. We'd like to count you among them.



Tractor
Model KT



Platform
Model KN-KW



Tin Plate
Model KTP

WISCONSIN MOTOR CORPORATION

World's Largest Builders of Heavy-Duty Air-Cooled Engines
MILWAUKEE 46, WISCONSIN



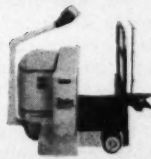
High Lift—Model KHL

HydroElectric LIFT TRUCKS

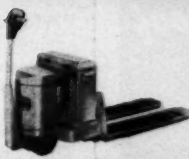
For the Heavy Load • For the Light Load • For the Unusual Load

Look over the models illustrated. Some one of these trucks is adaptable to your needs. Whether you want to pull—push—carry or lift there is a model for every possible use. The many fleets of HYDROELECTRICS today carry products of every kind, shape and description are convincing evidence of their unusual application.

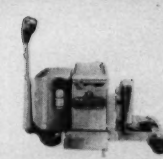
Write today for FREE Catalog No. 35 featuring complete line of Lift Trucks.



Rider tractor—Model KTR



Pallet—Model KPN-KPW



Tongue Lift—Model KTL



LIFT TRUCKS

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MOVE MORE FOR LESS WITH MICRO LEVER-DOLLIES

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Made in Three
Handy Sizes

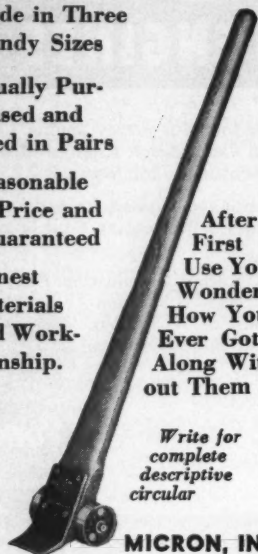
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After
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complete
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Proof

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saving conveyor installations.

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Conveyor Dept. D-56, York, Pa.
Circle 119 on Readers' Service Card

... Refrigerated Cars

(Continued from Page 33)

refrigerator cars, which comprise the bulk of the rail reefer fleet, have been designed with extra-heavy insulation, although the majority of perishables loaded by no means require heavily insulated cars.

Santa Fe Cars

Frozen food processors have long waited for such cars as those placed in service by Santa Fe, capable of sustaining temperatures at minus 10 deg F., and lower. During shakedown tests a temperature of minus 12 deg F. was reached in seven hours, starting against an average ambient temperature of 58½ deg. Minus 25 deg was reached in 12 hours.

The cars' refrigeration systems, although manufactured by three different companies, are basically the same.

The mechanically, temperature-controlled cars are 50 ft long, super-insulated and have a capacity of some 65 tons. Each carries its own, self-contained refrigeration system, powered by a 40 hp at 1200 rpm diesel engine directly connected to a 25 kw, 220 volt, 3-phase, 60-cycle alternator. The alternator furnishes electricity to a 15 hp at 1750 rpm, totally enclosed compressor motor.

This motor drives the compressor—rated 15 tons at 40 deg suction and 105-deg condensing. The compressor's specified design capacity was 26,000 Btu's/hr at minus 20-deg evaporating, and plus 120-deg condensing, saturated refrigerant temperatures.

Freon-12 is the refrigerant.

The engine, burning some 1.4 gal of locomotive diesel fuel an hour, draws from four, 100-gal tanks located beneath the car. This is enough fuel for continuous 12-day operation.

Materials handling-wise, Santa Fe's new refrigerator cars incorporate the most modern devices: side wall racks, sliding doors, metal floor racks and strap anchors.

In operation, refrigerated air is discharged into a shallow plenum chamber formed by a false ceiling. This ceiling, hung about 5 in. below the regular ceiling, is perforated with 660, equally spaced, 1-in. diameter holes. Perforations provide a kind of pressurized distribution system. Some air percolates through the load while the remainder flows down side wall spaces (which act as flues) to return under the floor racks to the cooling coil. Thus the load is completely surrounded by a film of cold air.

One of the more interesting single features of the cars is automatic defrost. Some 6 kw of defrost heat are provided for quick defrosting of the evaporator without materially warming the load space.

The defrost cycle is automatically initiated via a differential pressure switch, connected to pressure sensing taps, one below, the other above the evaporator coil.

Some 7,000 cu ft per minute of standard air, at 1-in. static pressure, provide the condensing medium. This air is drawn through both sides of the car past dynamic grilles and panel filters, upward through the condenser, which is horizontally mounted above the diesel engine. Finally, the air is vertically discharged through a single roof hatch by an exhaust fan—driven by a 5 hp motor.

Ice, salt and dripping brine all are dispensed with.

Important is the rigid temperature control—and various safety devices geared to prevent the system's shut-off. First off, the steel cars are heavily insulated: ¾ in. of insulation and special tight doors. A thermostat with its bulb in the return air stream controls the cycling of the compressor between minus 6-deg and minus 12-deg.

Although not actually safety devices, rubber mounts and vibration eliminators (including flexible hoses) further insure against line breaks or mechanical failures. An external control panel on each car monitors interior conditions.

Shock-proof Units

It was one thing to construct a car with self-contained refrigeration, quite another to build one capable of withstanding handling and coupling. One test bore out the sturdy construction of the system. A car with equipment operating and coasting at 10 mph was allowed to strike five cars loaded with steel plate. There was no damage to the mechanical unit—nor to the car.

To find out what was happening in the load space, Santa Fe engineers used a dynalog recorder, selector switch, resistance thermometers, dew-cels and other test equipment.

Some results: The first road test of a standard load of oranges began with cargo at an average initial temperature of 64 deg F. Desired temperature was 40 deg. After seven hours, average cargo temperature reached 45 deg, and was recorded at 38.7 deg upon arrival in Chicago. There was less than one degree differential between top and bottom oranges and no appreciable variations throughout the car.

In another test, this time involving 42,300 lb of Chicago-destined Lima beans, cargo was loaded at minus 17 deg and reached its destination at minus 23.2 deg. •

(Resume Reading on Page 34)

All-Cargo Airlines Face . . .

(Continued from Page 39)

Early in November, however, the Flying Tiger Line announced that all previous plans were off and it would stay in business as an independent air-cargo carrier. Employees offered to take wage cuts and shippers, promising to stay with the company with their business, urged it to remain to make this form of transportation competitive.

So, instead of withdrawing from the field and keeping out of the recertification battle the Tigers are again putting up a fight not only for renewal of their air-cargo certificate but also for the authority to fly mail and express.

Many advocates of air-cargo development regret to see the strictly cargo carriers in their present precarious condition, but expectations of a fabulous growth in air-cargo have failed to materialize. Predictions, particularly those made between 1946 and 1949, were premised upon the use of many facilities that have not, as yet, come into being.

New and improved aircraft, which would operate far more efficiently, better warehousing and terminal facilities, and improved loading and unloading techniques, were all basic as-

sumptions. Had these improvements materialized, they undoubtedly would have reduced rates, thereby broadening the air-cargo market.

There is no question that the most important deterrent to a greater amount of air-cargo traffic has been the high cost to users. It is clear, however, that aircraft operating costs are such that air transport of cargo cannot be expected to compete with other methods on a price basis.

Imbalance of Traffic

Coupled with high rates is the problem of imbalance of traffic. Every other form of transportation has found that more freight moves from the highly industrialized Northeast section of the United States than moves to this area from the South and the West. Imbalance of traffic is a serious matter for any carrier, but more serious for air than for others. Aircraft cannot carry a wide variety of articles, and only a restricted number of articles lend themselves to air transportation due to the costs of aircraft operation.

Another factor contributing to the high cost of air-cargo transportation is the archaic method of ground han-

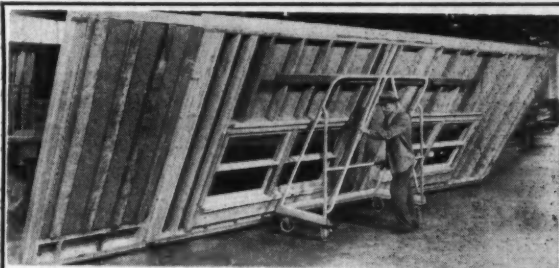
dling at airports. Terminal handling and the efficiencies and inefficiencies thereof, will either subtract from, or add to, the overall cost of air-cargo. Therefore, improvements in terminal handling cannot come too soon. At present, however, it is difficult to organize large scale terminal planning due to the lack of answers to some very important questions.

Air-cargo terminals will represent sizeable investments on the part of private capital, cities, counties and other political subdivisions. These investments must be based on facts, rather than guesses. For example, the importance of the relation of possible perishable tonnage to overall tonnage is such that it will influence the location, the size and the design of air-cargo terminals of airports.

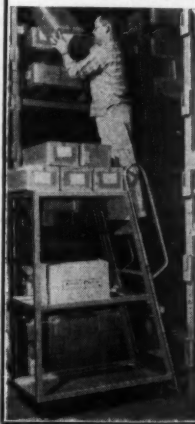
Rate Increase

Scheduled airlines always have maintained that the all-cargo carrier was an uneconomic, unnecessary unit in air transportation. Events so far appear to be proving them correct. As the experiment entered its final year, the two active surviving participants—Slick and Flying Tigers—demanded that the rate level be raised by 25 per cent.

Immediate action, they asserted, was essential to their survival. The Board complied by requiring all carriers to increase their freight rates, (Please Turn Page)



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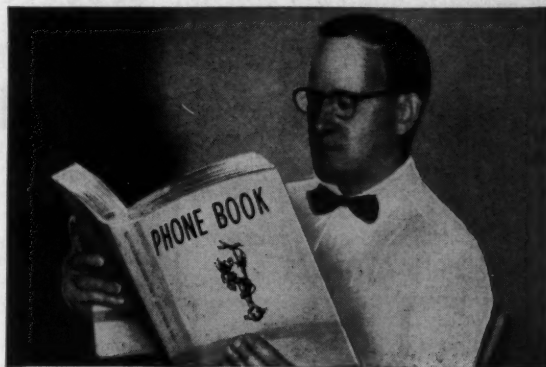
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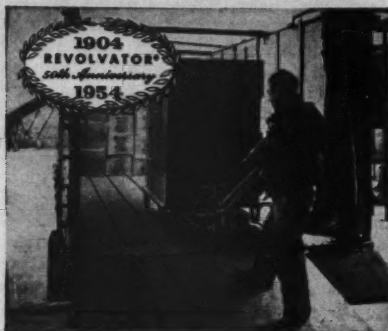
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All-Cargo Airlines Face . . .

(Continued from Preceding Page)

even though the combination airlines objected strenuously to so doing.

The sole justification of this order was the asserted inability of the two specialized cargo operators to continue through to the end of the experimental period at the then existing rate level. Later, as the experiment was nearing its close, Slick and Tigers came forward with their merger proposal, claiming that only through immediate consolidation could an enterprise be created that would be strong enough to continue operations in competition with the combination airlines.

The date, established in 1949, for the termination of the experiment came and passed, and resulted only in an extension of temporary certificates pending a hearing on the various applications that had been filed asking renewal and additional operating authority. This hearing was indefinitely postponed at the request of Slick and Tigers.

It would appear that the CAB would now go ahead with hearings on the renewal of the aircargo line certificates. Since one of these aircargo carriers—U. S. Airlines—has not op-

erated for some time, has been in and out of financial difficulties for several years, and appears to offer little reason for a renewal, there are but two strong occupants of the specialized domestic cargo field.

This makes whatever the CAB may do at this juncture of singular interest, not only to the air transportation industry, but to shippers, particularly those who still believe that aircargo has not yet come into its own. ●

(Resume Reading on Page 40)



Colgate-Palmolive's new soap warehouse in Jersey City, N. J., has a storage capacity of 775,000 cases or 30 million lb of soap products. The 4-floor building of reinforced concrete and structural steel has an area of 368,000 sq ft

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WAREHOUSING

Merchandise stored by a non-resident corporation is not subject to taxation by State

Recently a higher court rendered an important decision to the effect that merchandise stored in a warehouse is not taxable by the state although the owner may have intended to use the materials in its manufacturing operations, or later sell it.

Also, this court clarified past discussion and disagreement over the legal meaning of a nonresident corporation.

For example, in *G— Co. v. P—*, 118 N. E. (2d) 525, the testimony clearly presented the facts, as follows: A state law provides that merchandise used in the business of a nonresident is subject to taxation by the state. Also, the law states that merchandise belonging to a nonresident of the state shall not be considered to be used in business "in this state if held in a storage warehouse therein for storage only."

The first question presented to the court was: Does the word nonresident include corporations organized in another state? The higher court held in the affirmative, and said:

"The question here is whether a corporation incorporated under the laws of another state will or will not generally be described by the use in a statute of the word nonresident. In our opinion, it will."

For other past higher court decisions dealing with this law see *H— v. S—*, 70 Ohio St. 67; 65 L.R.A. 776; *C— Co. v. M—*, 106 N. E. 1067; *N— R— Co. v. E—*, 62 N. E. (2d) 327; and *N— P— Corp.*, 80 N. E. (2d) 863.

This higher court, also, held that, under the above state law, merchandise placed in a warehouse for storage by a nonresident corporation is not subject to taxation if the corporation was holding some of it for sale and some of it for use as material in manufacturing merchandise and products. The higher court said:

"It may be observed that property is never placed in storage by its owner unless the owner intends to use it in some way later on. In the instant case, it is apparent that the statute does more than except certain property from general provisions governing taxation. It specifically provides that 'merchandise . . . belonging to a nonresident . . . shall not be considered to be used in business . . . if held in a storage warehouse . . . for storage only. A statute which authorized the levying of a tax will be construed strictly against the taxing authority. The intention to tax must be clearly expressed, and any doubt as to such intention will be resolved in favor of the taxpayer."

WITHIN THE



By Leo T. Parker

Legal Consultant,
Distribution Age

Court contends that employer policy regarding job transfer is not a labor law violation

Considerable discussion has arisen from time to time over the legal question: Does a warehouseman violate labor laws by transferring to a new job an employee who has been active in union organization?

According to a recent higher court decision the answer is no, if his former position or job was abolished.

For example, in *N— v. S—*, 210 Fed. Rep. (2d) 643, the testimony showed facts, as follows: An employee named B— was employed in a warehouse. His duties included taking dictation and typing letters for the superintendent of the warehouse, keeping records, securing and distributing materials and supplies. In the performance of these duties, he came in direct contact with a number of other employees, and was thereby able to assist the union in its organization drive before an election. N— ordered an election, and the union was duly certified as a bargaining representative. Shortly after the union won the election B— was transferred to another office, where he was made a clerk. To fill his former position, the employer transferred a part-time chemist to the warehouse, and combined the latter's duties to include those of a clerk and chemist. In his new position B— worked 12 miles from the site of his former job.

In subsequent litigation N— decided that B—'s transfer was due to his union activities, and that the employer had violated Section 8 (a) (3) of the Act 29 U.S.C.A., 158 (a) (3). B— ordered the employer to cease and desist from its unfair labor practices and to offer to B— reinstatement to his former job of clerk-warehouseman.

It is interesting to observe that the higher court reversed B—'s decision and said:

"B— was transferred from his job as clerk-warehouseman to a job as clerk in the traffic department, a distance of twelve miles from his former job. There is no claim or charge made against the respondent (employer) for back pay. To order the re-transfer of B— to a position which respondent (employer) has abolished would be a usurpation of the inherent prerogatives of management to operate its business more efficiently by reducing the expenses thereof. The employee has never been discharged, and has no complaint as to salary."

Government and privately-owned warehouses liable on negotiable receipts issued

A great deal of discussion and argument has arisen in the past over the answer to these important legal questions: Is a warehouse company liable on negotiable warehouse receipts fraudulently issued by the manager of the warehouse? Is a state, county or city liable for payment on negotiable warehouse receipts issued by officials of a warehouse or wharf which the city operates in violation of valid state laws?

Last month a higher court rendered a decision answering both these questions in the affirmative. For illustration, in *C— v. L—*, 210 Fed. (2d) 939, it was shown that a city operated a warehouse and wharf. One, named B—, was paid by the city to manage the warehouse. B— in effect issued to one W— certain negotiable warehouse receipts for \$6,460.00 worth of merchandise not actually deposited in the warehouse

(Please Turn Page)

Within the Law

(Continued from Preceding Page)

by W—. A man named L— for value, acquired the warehouse receipts. Later L— discovered that the merchandise represented by the receipts was not in the warehouse, and he sued the city for \$6,460.00.

The legal counsel for the city attempted to avoid liability on the grounds, as follows: 1. That the city was not a public warehouseman, nor in the warehouse business. 2. That the receipts relied on were issued beyond the authority of the warehouse employe who issued them and in violation of the laws of the state. 3. That L— was negligent in placing confidence in B—, who had fraudulently procured the issuance of the receipts.

Notwithstanding these contentions the higher court held the city liable to W— for \$6,460.00, and said:

"We agree with L—. While it may not be doubted that the City was not in the business of issuing warehouse receipts and that it cannot be held liable as a public warehouseman, neither may it be doubted that in the operation of the warehouse it was liable to persons injured by the negligence of its agents acting under either actual or apparent authority."

Burden of proof lies with warehouseman when he fails to deliver goods on order of owner

According to the above explanations a warehouseman will not be held liable for loss or damage to stored goods, and neither will he have the burden of proving that a fire did not result from his negligence, by mere statements or an averment by the owner of the goods that the warehouse was not equipped with a sprinkler system, fire doors or no watchman was on duty. Thus, the court said:

"Since G— does not allege any circumstances existing which would have given rise to a duty to have installed a sprinkler system, to have hired a watchman, or to have done the other matters mentioned, no breach of duty is pleaded, and the court properly held that it failed to state a cause of action."

On the other hand, this court took an entirely different stand with respect to the warehouse company's contract. In other words, this court held that the burden was on the warehouse company to prove that its negligence did not cause the fire, since G— in his suit alleged and proved that on numerous dates G— demanded his property and the storage company had refused and failed to deliver same. The court said:

"However, the count which pleads the bailment and the failure to return

the goods upon demand, must be construed as an action upon the contract. It is true that the count avers that the merchandise was destroyed by fire, but it does not charge negligence. This allegation is unnecessary for a recovery on the contract, but its inclusion does not alter the nature of the action, since negligence is not relied upon."

The above higher court case, therefore, establishes this law: Where stored goods are destroyed or damaged and the owner sued the warehouseman on contract of bailment, the owner need only plead and prove the facts of the bailment, his compliance with the contract and the failure or refusal of the warehouseman to deliver the goods upon demand, and the warehouseman must then plead and prove that he exercised the required care and that the loss was not due to his negligence. Otherwise the warehouseman is liable.

In other words, warehouseman has the duty to return the goods to the bailor, when demanded, and if he refuses to do so he must excuse his failure to deliver up the goods to the owner by proving that the loss did not result from his negligence.

On the other hand, the fact that

White House Call



This Baltimore Transfer Co. over-the-road trailer stopped at the White House recently. No excitement about the delivery—just plain carpeting

High court decision upholds employer policy in a labor-management controversy regarding job transfers. Court issues verdict in favor of non-resident corporations to offset State attempt to tax warehouse-stored merchandise. Warehouse owner liable on negotiable receipts

the owner of destroyed goods proves that the warehouse was not properly equipped, or that a watchman was not on duty, or any other reason, is not sufficient to justify a court to hold the warehouseman liable, unless the owner of the destroyed goods also proves that such failure was negligence which directly or indirectly resulted in the loss.

TRANSPORTATION

Public Service Commission may issue certificate of convenience in the public interest

According to a late higher court decision, a Public Service Commission may issue a valid certificate of convenience to a common carrier for transportation of various commodities, on which no investigation has been made, if the commission believes that the public will be benefited.

For example, in *A— Transfer Co. v. Public Service Commission*, 268 Pac. (2d) 991, it was shown that the Commission issued a certificate of convenience and necessity to the A— Co. to operate as a common carrier by motor vehicle on "irregular routes" throughout the state for the transportation of heavy commodities.

A suit was filed on the contention that issuance of the certificate was not necessary because regular trucking companies now operating in the state can transport these commodities. These questions were presented to the higher court, as follows:

1. May the Commission grant a certificate of convenience and necessity for a carrier to transport a large group of specified commodities when evidence of the need was not produced on each of the various items?

2. May the Commission consolidate the evidence of hearings on separate applications for the same or similar (Please Turn to Page 70)

UVL Meets in St. Louis

"Are You Modern" was the theme of the Annual Convention of United Van Lines, Inc., in St. Louis, Nov. 18-20. Industry experts and company officials carried the modernization theme throughout, speaking on the streamlining of such operations as claims settling, sales methods, handling techniques, trailer specifications, advertising, telephone answering, packing procedures, and estimating methods.

John K. Gund, UVL president and president of Lakewood Storage, Inc., Lakewood, Ohio, presided. In addition to UVL and member company officials, speakers included Don Markham, assistant executive secretary of the NFWA; James F. Rowan, general manager of the MCA, and John W. Mock, sales analyst and consultant.

—DA—

Affiliated Warehouse Cos., marking its 1st anniversary Nov. 1, announced the following new members. Seneca Warehouse & Industrial Center, Inc., Buffalo, N. Y.; Market Terminal Warehouse, Inc., Dunkirk, N. Y.; Kelso Warehouses Inc., Boston, Mass., and American Warehouses, Inc., Houston, Texas.

Modern Terminal Design



This new, fire-resistive, motor freight terminal of the Adley Express Co., Cambridge, Mass., now is in full operation. The most modern materials handling methods are utilized, and shippers' freight is under cover at all times. The enclosed terminal building, which is completely sprinklered, contains 66,000 sq ft of unobstructed floor space, with 62 back-in bays

Warehouse SPOTLIGHT

Warehouse Expansion

Neptune Storage Co. announces the opening of a new warehouse at 2910 W. Montrose Ave., Chicago, Ill. Frank Adams has been appointed manager of the Chicago terminal, which will serve as the hub of Neptune's Midwest operation.

Republic Van and Storage Co. on Nov. 1 opened a new branch office and warehouse at 315 Bechel St., Dayton, Ohio. Henry Anton has been named resident manager. The Dayton operation is the 15th owned and operated office in Republic's national chain.

Original headquarters of the North Denver Transfer and Storage Co., Denver, Colo., has been sold and the newly acquired property at 2101-25 Market St. becomes the new headquarters. The new property, in two buildings, offers a combined total of 80,000 sq ft.

—DA—

NARW Safety Gain Reported

A. R. Carstenson, Sacramento, Calif., NARW Safety Committee chairman, reports that the industry's frequency rate (number of accidents for every million man hours worked) dropped from 38.85 in 1952 to 36.94 in 1953. In addition, the industry's severity rate (number of lost days for every million man hours worked) dropped from 1.840 in 1952 to 1.378 in 1953. 21 plants experienced no lost time accidents during 1953. In 1952 only 13 firms achieved a record of no lost time accidents.

State Units in Joint Session

The Annual Joint Meeting of the Illinois and Iowa Warehousemen's Assns. was conducted in Peoria, Ill., Nov. 11-12. Speakers included William Winterhoff, of the Illinois Commerce Commission; Ed Byrnes and Don Markham, of NFWA; John S. Smith, president of Aero Mayflower; Richard Jones, president of Joyce Brothers Co.; and Don Horton, of the AWA.

—DA—

Thompson's Moving & Storage, Norman, Okla., is celebrating its 50th anniversary. Sisser Bros. Warehouses, Inc., New Brunswick, N. J., marked its 25th anniversary on Nov. 10-11 with an open house celebration.

—DA—

Annual Meeting in New Orleans

The New Orleans Merchandise Warehousemen's Assn. elected C. A. Miller, of Hayes Drayage & Storage, president at the Annual meeting on Oct. 20. Other officers are: John Dupuy, Dupuy Storage and Forwarding Corp., vice president; Ashton Peyrefitte, Riverside Warehouses, Inc., secretary; and A. M. Cooke, Orleans Storage Co., treasurer.

(Please Turn Page)

For Additional Warehouse News, See Chuting the News, Washington DA and Within the Law

Warehouse Spotlight . . .

(Continued from Preceding Page)

Southwesterners Meet in Texas

The Annual Convention of the Southwest Warehouse & Transfermen's Assn. was conducted Oct. 13-16 in San Antonio, Texas. Following is a list of officers named to serve the coming year:

D. L. Wigington, Lawton, Okla., president; Stewart C. Johnson, San Antonio, first vice president; Carl Stoune, Austin, Texas, second vice president; Jim S. Porter, Little Rock, vice president for Arkansas; J. R. Herrin, Jr., Shreveport, vice president for Louisiana; C. W. Burkett, Clovis, vice president for New Mexico; James B. Herndon, Oklahoma City, vice president for Oklahoma; V. D. Pollard, Waco, vice president for Texas and Howard Smith, Albuquerque, N. M., treasurer.

—DA—

The steeple of Old North Church, in Boston, a casualty of Hurricane Carol, now is stowed safely at Merchants' Warehouse Co., Boston, one of the chain of Tidewater Terminals.

—DA—

Missouri Group Elects Daniel

Charles C. Daniel, of Central Storage Co., Kansas City, Mo., was elected general president of the Missouri Warehousemen's Assn. at a meeting in Kansas City Oct. 14-16. H. A. Driemeier, Driemeier Storage & Moving Co., St. Louis, is general vice president. Wallace W. Barr, Crooks Terminal Warehouses, Kansas City, was elected president of the Merchandise Div., and Charles W. Gibson, of Kansas City Terminal Warehouse, vice president. Mrs. E. M. Buset, of Radial Warehouse Co., North Kansas City, continues as general secretary-treasurer.

—DA—

U. S. Security Warehouse, Columbus, Ga., has qualified for NARW's Safety Award by going one year without a lost-time accident.

Men in the Spotlight



General Gerald O. Hodge—named president, Terminal Warehouse Co., Philadelphia, Pa. He succeeds the late Laurence T. Howell.

Henry F. Scherer, executive vice president, Douglas-Guardian Warehouse Corp., New Orleans, La.—died Sept. 22 after a long illness.

John H. Waspi, safety director, Allied Van Lines—elected to the executive committee of the Commercial Vehicle Section of the National Safety Council.

John D. Keefe, Jr.—named manager, Cumberland Warehouse Corp., Bridgeton, N. J.

James A. MacDonald—promoted to first vice president, and A. Earl Smith—elected vice president in charge of sales, American District Telegraph Co.

S. L. Young—named Washington (D.C.) area sales manager, Baltimore Transfer Co.

Mrs. Anne Hromadka—elected assistant treasurer, Allied Distribution.

Robert W. Adams—promoted to manager of the San Francisco Claims Dept., Bekins Van and Storage Co.

Francis X. Brown—named manager of Information Services, National Association of Refrigerated Warehouses. Frank has been a "special assistant" on the NARW staff for two years.

—DA—

Frank E. Kearney, vice-president, J. Leo Cooke Warehouse Corp., Jersey City, N. J., addressed the November meeting of the Bronx Chapter, DNA.

—DA—

Space Shortage Belied

A survey recently completed by NARW lists immediate availability of refrigerated storage space to accommodate up to 152 million pounds of freezer products, and 100 million pounds of cooler products. Some 81 per cent of the warehousemen surveyed said they have no shortage of space, and do not anticipate a shortage. The survey revealed that the current average national occupancy is 74 per cent for freezers and 67 per cent for coolers.

Cargo Handling



Examining an exhibit prepared by the McLean Trucking Co., for the symposium of the International Cargo Handling Coordination Association recently, in Washington's GSA Auditorium are (l to r), L. H. Quackenbush, of the States Marine Lines; J. H. Robinson, of the Society of Naval Architects and Marine Engineers; W. J. Burke, Jr., an international cargo gear inspector; and Boyd Ladd, of Johns Hopkins University. McLean proposes to operate an \$80 million land-sea transportation service along the Atlantic Coast

—DA—

Larsen Transfer and Storage Co., Denver, Colo., and Almacénadora del Nordeste, S.A., Monterrey, N.L., Mexico, have been added to membership of the American Warehousemen's Assn.

—DA—

Allied Distribution, Inc., announces the addition of three new members: Allgood Terminal Warehouse, Bayonne, N. J.; Livingston Storage & Transfer Co., Columbus, Ga.; and the Toledo (O.) operation of Edgar's Warehouse, Inc., Detroit, Mich.

—DA—

MCA Adds Tennessee Member

The Tennessee Movers Assn., located in Nashville, has been added to the membership of the Movers' Conference of America. Kenneth Hessey, of Nashville, is president of the group.

—DA—

The Omaha Cold Storage Co., Omaha, Neb., announces the election of H. C. Sheridan as chairman of the board, and Merle Yowell, as president. J. L. Gagini continues as vice president in charge of cold storage operations.

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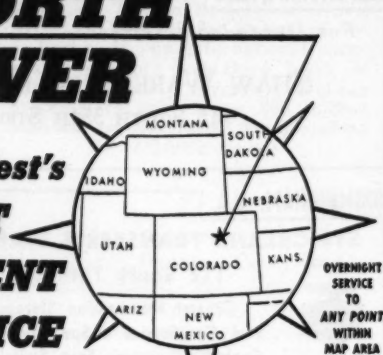
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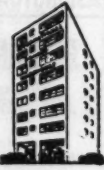
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Within the Law . . .

(Continued from Page 62)

authority and base its separate orders upon considerations of all hearings?

3. Was there substantial evidence to support the findings and justify the order of the Public Service Commission?

It is interesting to observe that the higher court approved the issuance of the certificate of convenience, saying:

"It is conceded that the applicant did not produce evidence by direct testimony as to a public need for a common carrier to transport each of the items enumerated in the order. The "convenience" and "necessity" to be considered is that of the public, and the statute does not require that the Commission find that the present facilities are entirely inadequate. It merely requires that the Commission 'shall take into consideration . . . the existing transportation facilities.'"

Are corporation stockholders ever liable as transferees under the Revenue Act?

Recently the president of a trucking company submitted this question: "Are stockholders of a corporation which transferred all of its assets to another corporation in exchange for

stock, and then ceased to do business and distributed the stock received to its own shareholders, liable as transferees under the Revenue Act?"

According to a late higher court decision the answer is yes, irrespective of whether or not the dissolved company issued stock directly to the stockholders of the other corporation.

This is so because Section 311 of the Internal Revenue Code, 26 U.S.C.A. 311 imposes upon a transferee of a taxpayer's property the full liability for taxes owing by the taxpayer, to the extent of the value of the property received by the transferee.

For example, in *B— Motor Transport Lines, Inc., v. Commissioner of Internal Revenue*, 200 Fed. (2d) 21, reported only last month, it was shown that for many years *H— F. C—* was president of *B— Motor Transport Lines, Inc.*, and also of *S— Freight Lines, Inc.*, both of which were organized under the laws of Illinois. The testimony showed that *C—* owned 196 of the 360 shares of one corporation's stock and all of the other stock. *C—* as president of both corporations, transferred all the assets of one corporation to the other

corporation known as *S— Corp.* The *S— Corp.* in exchange issued shares of stock to the stockholders. The shares of *S— Corp.* issued to *C—* as a result of the transfer had a value of \$21,303.

In subsequent litigation the higher court held that *C—* was liable for payment of Federal income taxes owed by the dissolved corporation. The court said:

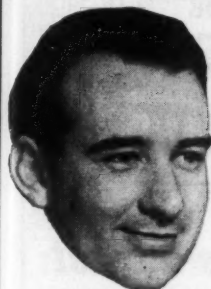
"The short cut employed by which *S— Corp.* issued its stock directly to the stockholders of *B— Corp.* in nowise relieved those stockholders of their liability as transferees of the assets of *B—*."

For comparison see *H— v. United States*, 8 Cir., 60 F (2d) 430. Here the stockholders of a corporation received stock in another corporation upon a transfer of the assets of the former to the latter. In holding that the stockholders of the transferor corporation were liable for the taxes owing by it to the extent of the value of the shares of the transferee corporation received by them, the court stated:

"As a result of the transaction, the stockholders of the *Y— Co.* received \$54,000 in value of the stock of the *W— Co.*, in consideration for permitting the *W— Co.* to take over the assets and capital stock of the (Please Turn to Page 92)

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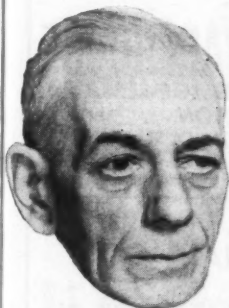
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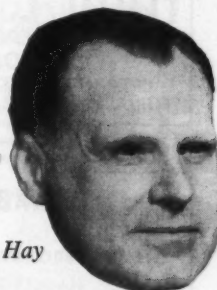
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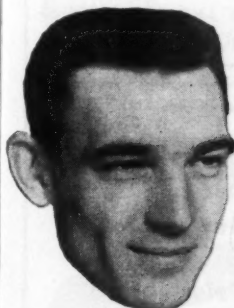
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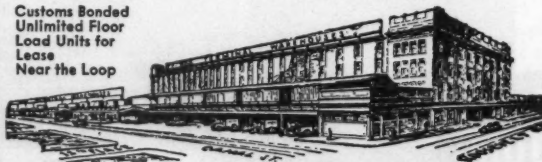
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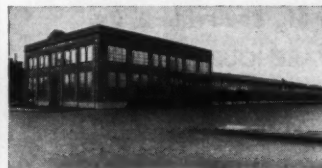
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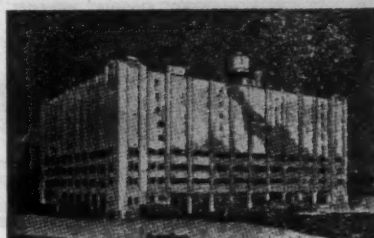


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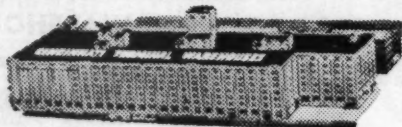
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On Page 64

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Within the Law . . .

(Continued from Page 70)

Y— Co., and as a result the Y— Co. was stripped of all its assets so that it was unable to pay the taxes due the United States. . . ."

This court also stated important law pertaining to payment of Federal income taxes on moneys received but not owned by a corporation or other taxpayer. The tax on such moneys must be paid.

Also, see C—, R. I. Co. v. Commissioner, 47 F (2d) 990. Here the taxpayer railroad erroneously collected sums in excess of the rates provided by its traffic rates. These sums were held in a "suspense" account until such time as they were refunded. At the end of each year the "suspense" account was closed by credit to profit and loss. The railroad company contended that the overcharges did

not constitute taxable income. The higher court held otherwise and in holding that the railroad company must pay taxes on this money, said:

"Viewing the transaction again as a practical matter, we conclude that the overpayments were part of the income for the year during which they were credited to profit and loss."

Lower court may use its own discretion in imposing penalty for violation of minimum rates.

Recently a higher court held that a lower court may use its own discretion when imposing a penalty on a carrier for violating a minimum rate established by a Public Service Commission.

For example, in *People v. A—*, 267 Pac. (2d) 858, the testimony

showed facts, as follows: A suit was filed against a common carrier for violation of the Highway Carrier's Act by transporting fresh fruit at rates less than those established by PUC. The state law provides a penalty of not more than \$500. The lower court ordered the carrier to pay a penalty of \$250 for each violation. The higher court approved the verdict, stating important law, as follows:

"From the fact that defendant (carrier) had charged less than the minimum rate fixed by the commission, it naturally followed that defendant had violated the act and a cause of action was established. The trial court imposed half the maximum penalty under each count. We find no abuse of the discretion lodged in the trial court in determining the penalty. There is no requirement that intent to violate the act be shown."

(Resume Reading on Page 63)

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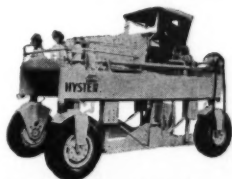
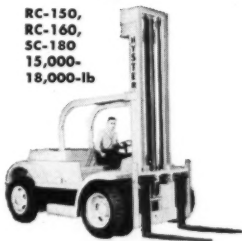
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